CHRISTMAS GOODS NUMBER

Publicity Dept.

The CHEMIST AND DRUGGIST

For Retailer, Wholesaler and Manufacturer

SEPTEMBER 12 1964

FOREMOST U.K.-DISTRIBUTORS OF FINE IPORTED COSMETICS AND PERFUMES

Continental Cosmetics Ltd.

88, FONTHILL ROAD, LONDON, N.4

OPERA	one of the most famous French perfumes—from Coryse Salomé of Paris. Also available: Péché Permis, Épilogue and Création.
Woltz	exciting Italian nail enamels (and toning lipsticks) from Woltz of Milan. Ever increasing repeat sales—top quality, splendid colours, good prices, imaginative advertising.
Placentubex	world famous skin-rejuvenating preparations from Merz of Frankfurt a.M. Placentubex (night), Placentubex C (day), Sevilan Cream and Sevilan Facemilk.
RAZY COLOR	the unique instant hair-colour spray—covers all natural colours instantly and completely, and washes out easily leaving no traces, Gold, Silver, Copper, Black, etc.
Jordan	the best toothbrushes in the world—made by Jordan of Oslo, can be sterilized with boiling water, and are designed for maximum efficiency and comfort.
Nopaine*	new Spray-On Plastic Bandage—from Klosterfrau in Cologne. Starts healing as you spray it on by forming plastic bandage, antiseptic kills germs, anæsthetic relieves pain.
'BODY-FRESH'	the new Scandinavian deodorant and antiperspirant cologne—from Berner of Helsinki. Just coming on the market during Autumn 64.
SWEDISH BATH-OIL	the ideal low-priced—yet luxurious—Christmas present. Ten capsules containing fine bath-perfume presented in attractive acetate pack.
Brush'n Blush	the very latest idea in make-up—special complexion colouring applied with complexion brush. Fluffed lightly over finished make up the whole complexion suddenly glows with the fresh blush of youth. Coming Autumn 64.

NATIONWIDE SALESFORCE IS ALREADY TING YOU REGULARLY, BUT YOU ARE INVITED TO PLACE DIRECT ORDERS H OUR LONDON HEAD OFFICE. . . . . .

Sole-distributors to the Chemist-Trade of British Medical Association's Family Doctor Booklets.

88, FONTHILL ROAD, LONDON, N.4. *Telephone:* **ARChway 0661-2**

YOU TOO CAN BENEFIT FROM THE WEIGHT WATCHERS

The move to weight watching is greater now than ever before—this is emphasised by the large number of slimming preparations now being sold.

A NEW RANGE OF PERSONAL WEIGHERS backed by yet another major nation wide advertising campaign

STRAND 200

A low-priced personal weigher. Attractively textured waterproof mat. Revolving dial with magnifying lens for easy reading. Colours: White base with either Black, Pink or Blue mat. Black base with White, Blue or Yellow mat.

PRICE 42/9d. + P.T. 2/9d.

SAVOY 204

This medium-priced weigher has a luxurious Bri-nylon pile covered platform. Magnifying lens makes the clear dial very easy to read. Colours: White base with mats of Chinese Jade, Corinth Rose and Maize Yellow.

PRICE 59/- + P.T. 3/10d.

MAYFAIR 207

The platform of this superb weigher is encased with a self-colour ribbed P.V.C. material for easy cleaning and hard wear. Gold colour plated surround holds the high magnification lens in position over the clear, revolving dial. Colours: Black, Blue, Pink and Yellow.

PRICE 70/- + P.T. 4/7d.

SALTER SOLD THROUGH THE TRADE FOR 200 YEARS

Geo. Salter & Co. Ltd., West Bromwich. Est. 1760.

M-W.595

FOR SALE!

GOODS WHICH HAVE ALREADY BEEN ACKNOWLEDGED AS THE FINEST AVAILABLE.

BUT... AT A COST SO LOW THAT MANY CHEMISTS ARE UNABLE TO BELIEVE THAT THEIR QUALITY IS AS GOOD AS OTHER MANUFACTURERS' PRODUCTS COSTING UP TO 200% MORE.

SO... WHY NOT TAP THE VAST MARKET WAITING, BY BUYING IN BULK FROM NATHAN-LEE AND BREAKING DOWN INTO YOUR OWN-NAME PACKS.

HOW IS IT DONE?

1. Nathan-Lee manufacture their full range and supply you direct—thus eliminating the middle-man's profit.

2. There are no representatives—which saves us enormous costs, which are passed on in the form of drastically reduced prices.

3. Economy in presentation—the *quality* ensures your placing repeat orders, not the *packaging*.

4. Large Discounts given for payment with order. We pass to you the savings made in not running a credit account.

WHY PAY MORE?

EVERY PRODUCT SOLD CARRIES AN UNCONDITIONAL MONEY-BACK GUARANTEE!

By making these economies, we are able to offer products which are worth, and usually cost up to double our prices. And remember, all prices *include* Purchase Tax and Containers—YOU PAY ONLY THE QUOTED PRICE.

All products are available in 1 gallon or 5 gallon containers with considerable savings for the 5 gallon lots. Fill in your requirements, cut out the coupon and post to us today—goods will be despatched by return.

Quantity	*1 gall.*	*5 galls.*
.....Fine Quality Lacquer	19/6	87/6
.....Concentrate Soapless Base (4 to 1)	15/6	72/-
.....Almond Oil Shampoo	17/6	77/6
.....Beer Shampoo	18/6	82/6
.....Egg Shampoo	18/6	82/6
.....Oil Shampoo	18/6	82/6
.....Medicated Shampoo	18/6	82/6
.....Coconut-Oil Shampoo	19/6	87/6
.....Green Medicated Shampoo (dilutes 4 to 1)	22/6	100/-
.....Grease-Removing Shampoo ...	21/-	95/-
C/F £ : :	£ : :	

Quantity	*1 gall.*	*5 galls.*
.....Lacquer-Removing Shampoo ...	21/-	95/-
.....Blue Lanolin Shampoo	22/6	100/-
.....Strawberry Cream Shampoo ...	20/-	90/-
.....Water Soluble Lacquer (Non-Shellac)	31/-	145/-
.....Plastic Setting Lotion Mauve, Gold or Pink	29/6	135/-
.....Large Lacquer Aerosol Hair Spray	53/- per doz.	
.....Large Aerosol Non-Lacquer Hair Spray (Water Soluble)	65/- per doz.	
.....Medicare Treatment Cream Shampoo (in 10lb. Containers) ...	3/9 per lb.	
B/F from column 1 £ : :	£ : :	
Grand Total £ : :	£ : :	

Everything Money-back Guaranteed.

PAYMENT WITH ORDER—TAKE 5% DISCOUNT

To: Nathan-Lee Ltd., Barrie House, London Road, Enfield Middlesex. Tel.: Enfield 3382 (Private Branch Exchange)
CHANNEL ISLAND ENQUIRIES TO C.I.A., 7A Charing Cross, St. Helier, Jersey, C.I.

Name .....

Address .....

.....

We enclose Cheque ☐ Cash ☐ M.O. ☐ P.O. ☐
Send goods on monthly account ☐ * We will pay C.O.D. ☐

All prices include Tax where applicable. Also containers. Mainland carriage charges: 5 gallons or more free—under 5 gallons add 2/6 per gall. take 5% discount if payment is enclosed. * A charge of 9d. in the £ is added to C.O.D. orders.

	£	s.	d.
Total amount spent this order:			
Plus carriage fee (under 5 galls.)			
Less 5% discount if payment enclosed			
C.D. 12 Total.....			

Nathan-Lee Limited

Britain's Largest Direct Trading Cosmetic Suppliers

The largest-ever Autumn national advertising campaign for

RIMMEL

Beauty on a budget

will be launched by a

WHOLE PAGE IN THE DAILY MIRROR ON SEPTEMBER 29

which will be seen by 14,830,000 readers (including 7,114,000 women). It will be followed by

FOURTEEN WHOLE PAGES IN FULL COLOUR

in large readership women's magazines from October right through to December. Details are given on the facing page.

NOW! THREE EXCITING NEW SHADES THE TOP SELLING PRODUCTS

Sweet Coral
LIPSTICK
—a clear vibrant colour to compliment Autumn fashion shades

Sable Silk
HAIR COLOURANT SHAMPOO
—enriches the colour of brown hair without adding red tones

Tiger Lil
COMPRESSED PO
—a warm tone w flatters the compl

WHAT YOUR CUSTOMERS SAY ABOUT THE RIMMEL 'BEAUTY ON A BUDGET' ADVERTISING

In an independent Gallup Poll* recently conducted to measure the comparative effectiveness of different advertisements in 'Woman', the RIMMEL 'Beauty on a budget' advertisement was shown to have over 2½ times the impact and "recall" value of the average advertisement. Some of the statements made by the women interviewed are reproduced here.

"This looked like a cosmetic window in a chemist's shop—you just want to study it and study it, and study it again. There was every conceivable thing required for the lady's cosmetic drawer on this page. Lovely colourings. Rimmel Beauty on a Budget. Everything in Rimmel's preparations costs 1s. 6d. Just wonderful—I've never used Rimmel but I think I'll enquire next time I'm in the chemist store. It's even a good advertisement for reminding a woman just what bits and pieces of make-up she might require—even a puff!"

"This was a large colourful picture with a bluish background showing many products of Rimmel—they were displayed artistically against this background. There was also a case containing everything needed for make-up purposes. All Rimmel products are 1s. 6d. They have the new season's colours. Their slogan is Beauty on a Budget. They look very good on the advertisement. So economical, too! I have bought them before. This will remind me to re-stock my supplies of Rimmel. Boots sell them."

"This was a large coloured picture showing all the products made by Rimmel. The background was in pale blue. A tray of make-up was also shown. There is nothing over 1s. 6d. in value. All the latest ideas. Beauty Budget. I like this advertisement and I like Rimmel products. They are most economical —everything is clearly shown."

"This was a large colourful picture displaying all the Rimmel products. There was also a wire tray containing them all, from which a customer can help herself. They are only 1s. 6d. each. Beauty on a B preparations are also Lovely colourful pictu me most interested. How too! I hope to try some shopping."

"A whole page in colour the different things they can buy all the things Yes, I've tried the lipsti were a few things I about. I can't say w moment, I'll have to h look but I remember have to try them. After you can afford to, can't

"There were a whole pictures of the differen coloured. Nail varnis talcum and many other Rimmel products on a b only cost 1s. 6d. each. difference whichever one

TOBER . .	NOVEMBER . .	DECEMBER . .
WHOLE PAGE FULL COLOUR **Voman** OCTOBER 24 (567,000 READERS)	WHOLE PAGE IN FULL COLOUR **Woman** NOVEMBER 21 (11,567,000 READERS)	WHOLE PAGE IN FULL COLOUR **True Story** DECEMBER ISSUE (1,675,000 READERS)
WHOLE PAGE FULL COLOUR **oman's Own** OCTOBER 31 (51,000 READERS)	WHOLE PAGE IN FULL COLOUR **Woman's Own** NOVEMBER 28 (9,751,000 READERS)	WHOLE PAGE IN FULL COLOUR **True Romances** DECEMBER ISSUE (1,434,000 READERS)
		WHOLE PAGE IN FULL COLOUR **Modern Woman** DECEMBER ISSUE (1,131,000 READERS)
WHOLE PAGE FULL COLOUR **oman's Realm** OCTOBER 10 (03,000 READERS)	WHOLE PAGE IN FULL COLOUR **Everywoman** NOVEMBER ISSUE (1,532,000 READERS)	WHOLE PAGE IN FULL COLOUR **Photoplay** DECEMBER ISSUE (1,011,000 READERS)
		WHOLE PAGE IN FULL COLOUR **Honey** DECEMBER ISSUE (825,000 READERS)
WHOLE PAGE FULL COLOUR **oman's Mirror** OCTOBER 17 (73,000 READERS)	WHOLE PAGE IN FULL COLOUR **She** NOVEMBER ISSUE (1,510,000 READERS)	WHOLE PAGE IN FULL COLOUR **Woman's Story** DECEMBER ISSUE (289,000 READERS)

AND FOR

CHRISTMAS SELLING...

RIMMEL WILL SUPPLY YOU FREE OF CHARGE, WITH A

New Christmas Crowner

FOR YOUR 'BEAUTY ON A BUDGET' STAND AS WELL AS

Christmas Gift Bags

FOR PACKING CUSTOMERS' PURCHASES OF RIMMEL 'BEAUTY ON A BUDGET' PREPARATIONS AS GIFTS

TO BE MADE UP IN ADVANCE AND DISPLAYED AROUND YOUR 'BEAUTY ON A BUDGET' STAND

Talc and Matching Cologne...3/-
Talc and Hand Beauty Cream..3/-
Talc and Cleansing Cream....3/-
Talc, Perfume and Cologne...4/6
Talc, Matching Cologne and Hand Beauty Cream.....4/6
Set of Three Colognes.....4/6

TO BE MADE UP AS REQUIRED TO CUSTOMERS' OWN CHOICE OF SHADES AND FRAGRANCES

Lipstick and Matching Nail Lacquer.....3/-
Lipstick, Perfume and Compressed Powder.....4/6
Lipstick, Liquid Make-up and Compressed Powder.....4/6
Eye Shadow, Liquid Liner Brush, Eye Beauty Pencil, Mascara, Liquid Liner for the Eyes.....7/6

MAKE SURE THAT YOU HAVE ENOUGH STOCK TO PROFIT FROM THE DEMAND

seen this many times before. re sold at the local shop. I they are certainly very ply priced."

colour page of different beauty preparations. Picture Rimmel self-service stand. beauty on a budget. Over ferent Rimmel cosmetics to from—all at the reasonable f 1s. 6d. Up-to-the-minute des and fragrances to choose t can be obtained from any store and chemist. Plenty of Priced to suit everyone's

page showing all the Rimmel s you can buy—all displayed y colour. Rimmel Beauty on a They all cost 1s. 6d. each. products are wonderful value s advertisement should bring notice of more people. The advertisement was very skilfully laid out."

"There were various counters of their different preparations. They had all their cosmetics on display for you to choose from. Beauty on a Budget at 1s. 6d. I have used Rimmel and I think they are reasonable. A housewife cannot always afford to pay a lot for a lipstick and powder."

"There were all the different make-ups made by the Rimmel firm. You know, hair shampoos, eye make-up, every type of make-up you could want. They were shown in colour. It told you which were their latest additions to the range. It said Rimmel Beauty on a Budget. It costs only 1s. 6d. each for any of their preparations. I shall certainly look out for these."

"A very good display of Rimmel products. They are very good—the ones that I have used. Beauty on a Budget. They are about 1s. 6d. to buy. I do buy quite a lot of them. It was a well-planned-out picture and it showed what you can buy and I like that."

"There was a page showing the range of cosmetics in colour. It said they were very economical and gave prices. Very interesting—if I could afford it I would like to buy them all to try."

"It was a full page of Rimmel products. They seemed to be on a blue cover. There were make-up remover pads, eye pads, hand-cream, shampoo, eyebrow pencils and lots more. It said there was everything you need at 1s. 6d. 129 preparations and a display box. I've tried some of them and may try others."

Carter's Chemist Package Deal

MORE £. s. d.

EACH PARCEL CONTAINS:

2 doz. Bryst Yeast Tablets 100's.
2 doz. Barkoff Cough Syrup 2/9d.
2 doz. Halibut Liver Oil Capsules B.P. 100's.
1 doz. Osa-Dee Glucose + Vit. D 1lb.
1 doz. Zono Therm-O-Wool 2/4d.
1 doz. Vitamin B Complex Capsulettes 2/9d.
1½ doz. Drawing Ointment 1/6d.
1½ doz. Fullers Earth Cream 1/-.

MIN. RETAIL VALUE £16/2/-

YOUR COST £9/12/-
OR 3 PARCELS £9/6/- EACH
MIN. PROFIT 70%

CARTER BROS.
GLEN LABORATORIES — SHIPLEY (YKS.)

When your customers ask for
WHEAT GERM- *Sell them*

FROMENT
STABILIZED PURE WHEAT GERM

Recommend for Nerves, Health & Energy—Froment has a lovely nutty flavour which everyone enjoys.

Double size (28 oz.) Family Pack only 6/-
14 oz. carton 3/3 and 7 oz. carton 1/9 d.

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BEST TRADE TERMS
GREY OWL LABORATORIES LTD
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MEDOPHARMA LTD. MANUFACTURING CHEMISTS, 158-162 TOOTING HIGH ST, LONDON, S.W.17. BAL. 2712.

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THE ORIGINAL "LAITER"
CLEAR - BLUE EYE DROPS

for mild eye affection and for contact lens users

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ROYAL

SWEDEN HAIR BRUSHES

Brush up your profits this Christmas!

WITH

ROYAL SWEDEN HAIR BRUSHES

Made by master craftsmen from mirror-smooth Swedish hardwoods, ROYAL SWEDEN hair brushes are stronger, last longer, as a result of blending nylon with *pure boar* bristle. A more expensive range of *pure boar* bristle is also manufactured by Royal Sweden.

★ **Window Boxed for Self-service.**
★ **Free Display Material.**
★ **Nationally Advertised.**

There are many different brushes in the ROYAL SWEDEN range, each beautifully styled and finished. Order a stock now from an appointed wholesaler or sole distributors.

JACKEL & CO. LTD. SHUNA PLACE, GLASGOW, N.W.

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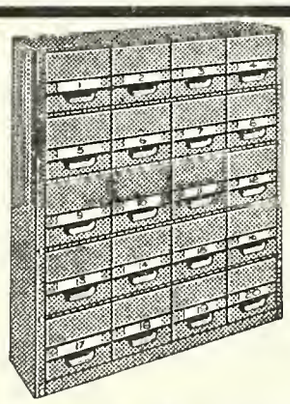
Tidiness increases efficiency !

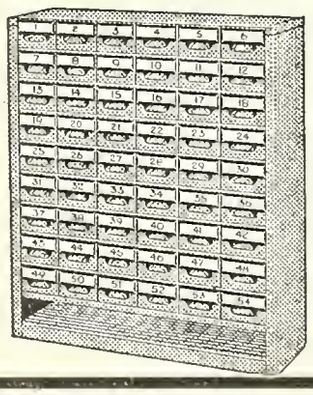
STOREMASTER 20C

20 drawers all 8″ wide, 7″ high, 10⅞″ long, each with white identification card and transparent washable cover.
Overall cabinet size: 42″ high, 35″ wide, 12″ deep. Stove enamelled dark green. **£14.15.0**



54 DRAWER UNIT

Overall size 42″ high x 35″ wide x 12″ deep. 54 drawers, each 5¼″ x 3″ x 10⅞″, complete with one divider, white card and transparent protective shield per drawer. **£18.0.0**



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The ideal shelving unit for the storage of jars, bottles etc. 73″ high x 36″ wide with 3 shelves 12″ deep and lower 3 shelves 18″ deep giving a ledge 37″ from the floor. Unassembled ready for erection. Other sizes available. Prices on request.

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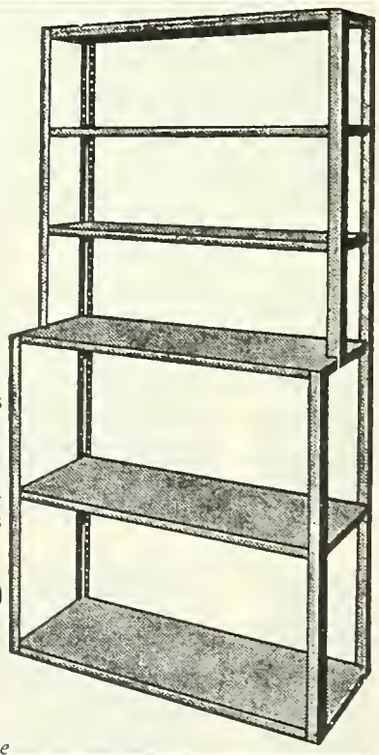

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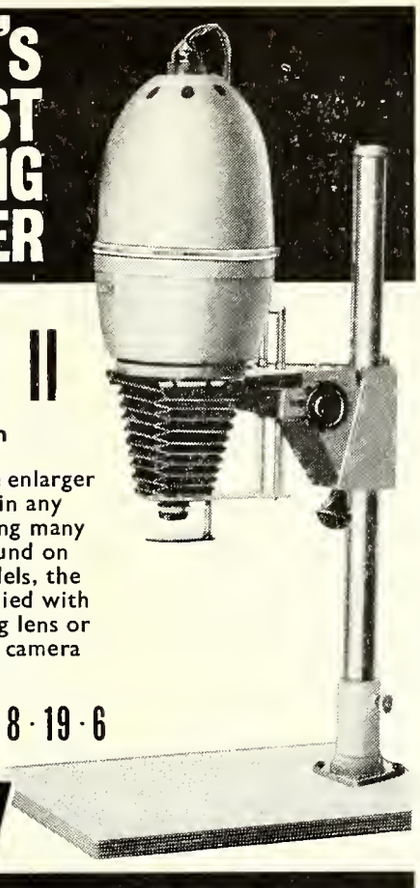

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3¼" × 2¼" to 35 mm

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SELL THEM AS A FOOD NOT A MEDICINE—a regular part of daily breakfast.
SELL ON ECONOMY—less than 4d. a day 16-day introductory size; 32-day size; 64-day economy size.

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OVER 95% PROFIT

on your cash outlay — no limit on orders.
Offer from Sept. 1, 1964 — Oct. 31, 1964.
Introductory offer on Multi-Vitamin & Mineral Tablets
12 for the price of 9
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Catarrh Pastilles
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PAIN RELIEF TABLETS ?

This is a well formulated and reliable analgesic but it does not contain aspirin or phenacetin. It is available in show outers of 1 dozen cartoned vials each containing 24 tablets and can be displayed with your OWN NAME and BRAND MARK supported by an arresting showcard.

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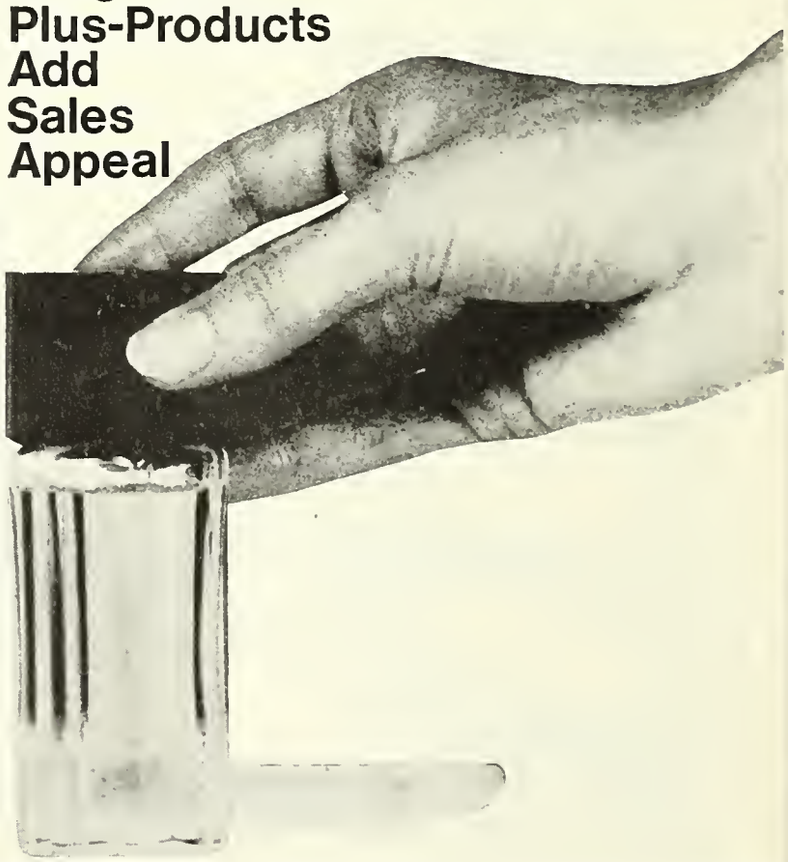

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always ask for a hot water bottle by its first name –Dunlop

Nearly 20 million readers of WOMAN'S OWN, WOMAN AND HOME, HOUSEWIFE, EVERYWOMAN and GOOD HOUSEKEEPING will see and remember this attractive illustration and compelling headline many times in the coming months.

And among these readers are plenty of potential customers for *you*. They will be asking to see the Dunlop range in *your* shop. So be prepared. Stock up with the top dozen by Dunlop—the five shown below and these other sure sellers—

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STOCK UP NOW!

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has a name for Quality

COSIMAX
Takes boiling water safely. Seamless latex with velvety cover. Fawn, Pastel Blue, Pastel Pink—in individual carton.
Retails at 32/6.

MAXFORT
The bottle with a handle. Fluted pattern on one side, plain on the other. Pastel shades—Blue, Pink, Green.
Retails at 12/-.

FLAG
Most popular Dunlop bottle. Smooth rounded shoulders. Pastel Blue or Red.
Retails at 7/9.

GEORGIAN
Brushed fabric cover with attractive oak leaf design in Blue, Red or Lavender shades.
Retails at 12/-.

WIGWAM
Finished in brushed fabric with gay Red Indian Village design on Blue, Pink or Yellow background.
Retails at 9/9.

New Sales! Instant Shoe Colori

Build new profits by claiming your share of this exciting new market.

y Lady Esquire

Lady Esquire Instant Shoe Colouring
is a revolutionary concept in shoe fashion. As easy to apply as nail enamel. Won't chip, peel, fade or rain away. Works on all leather, straw or fabric shoes, belts, bags and accessories. 26 basic fashion colours. 120 fashion colours using exciting Mix'n Match colour multiplier.

National Advertising
Full colour pages in Woman and Woman's Realm.

This elegant display stand FREE with your order.

All you have to do is order the Lady Esquire set listed below and we will send you this three-tiered, all-metal display stand FREE. It's a real space-saving eye-catcher — a valuable aid to bigger sales.

(a) 7 dozen bottles of assorted fashion colours.
(b) 1 dozen bottles of assorted metallic colours.
(c) 2 dozen bottles of Conditioner-Cleaner.
(d) ¼ dozen bottles of Mix'n Match.

Retail Value : £35.18.6.
Your cost : £23.19.0.

Your Profit : £11.19.6. (33⅓%)

Important : Magazine advertisements feature a special coupon that builds traffic and sales for you! Here's how: each coupon offers readers a free bottle of Instant Shoe Colouring when they purchase one bottle of Conditioner-Cleaner. A 10s. value for only 4s. 6d. To cover handling we'll give you three free bottles for every two coupons you redeem and you get a 4s. 6d. Conditioner-Cleaner sale at the same time!
Use this coupon to order your stock today.

Please send direct to me a Lady Esquire Set with free display stand.

NAME .....

ADDRESS .....

.....

.....

Send this coupon to: **Lady Esquire,**
86 Brook Street, London, W.1.

Dominant spaces in Sunday Mirror, Women's Magazines, Parents, Mother, Family Doctor and Nursery World

as soon as you know . . .

That's when you will need the Glaxo Mother and Baby Book!
Here is a treasury of advice and information which no mother-to-be should ever be without—the result of Glaxo's long experience in the field of child welfare. Now this new edition tells you all about the very many things a modern mother-to-be needs to know in order to prepare for baby. If you don't yet have a copy you should get one soon. Take this advertisement to a chemist and he will let you have a Glaxo Mother and Baby Book (usual price 1/-) for the special price of 6d.

The Glaxo Mother and Baby Book tells you about Ostermilk and all the do's and don'ts of balanced feeding. How Ostermilk is similar to breast milk. How it is completely satisfactory even for newly-borns; how Ostermilk has helped hundreds and thousands of mothers bring up happy healthy babies.

Ostermilk

GLAXO KNOW WHAT'S GOOD FOR BABIES

Ostermilk (trade mark) is made by Glaxo Laboratories Ltd., Greenford, Middlesex

as soon as she knows...

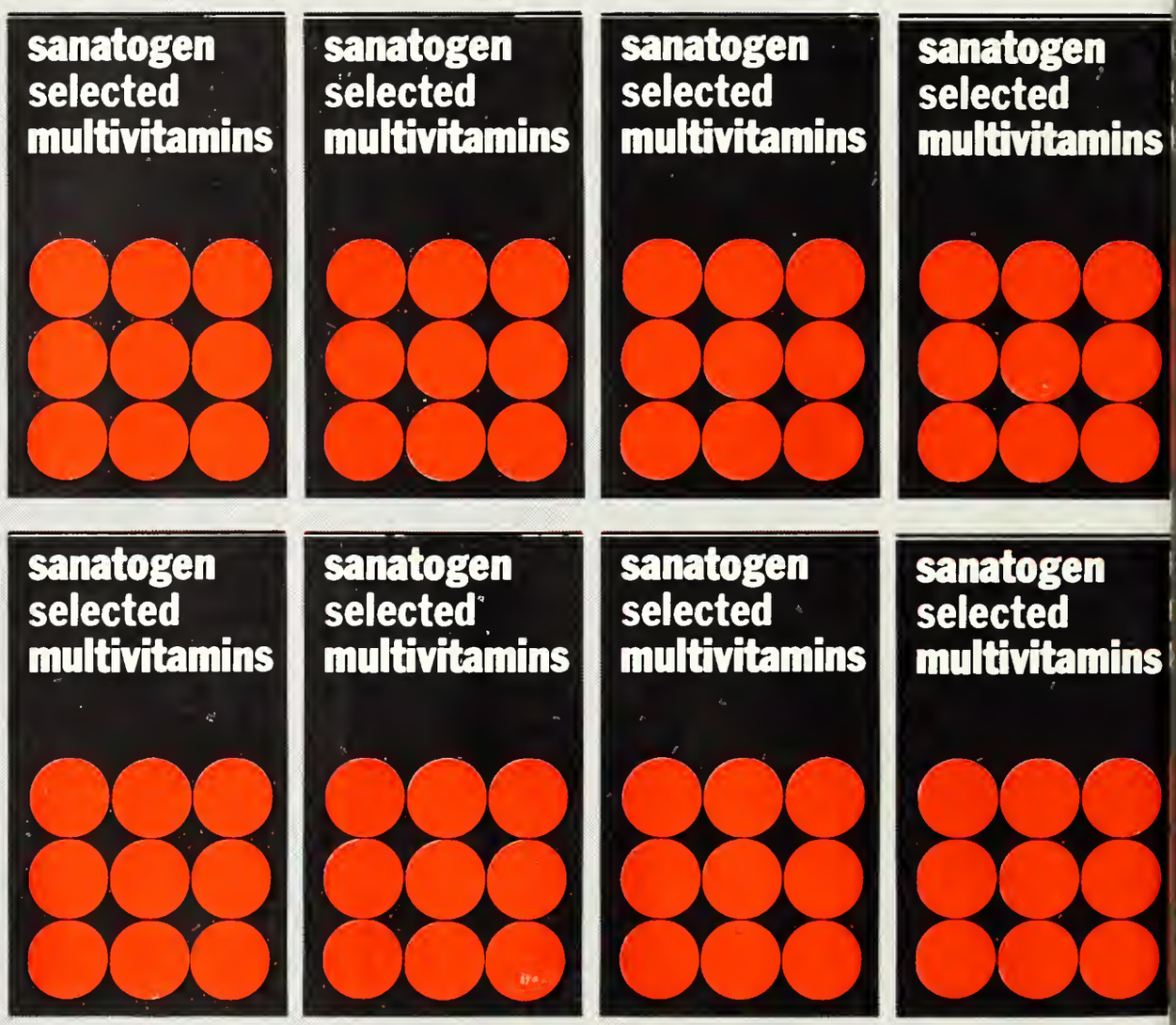
she'll want her Glaxo Mother & Baby Book

Here's the new, exciting Glaxo campaign for Ostermilk which introduces the new edition of their famous Mother and Baby Book. Soon mothers-to-be will be asking you for it. What a wonderful opportunity to sell them Ostermilk, Farex, and all the things they will need for baby's arrival.

Here's a real sales booster for the Glaxo Mother and Baby Book. Place it at your point of sale. It sells!

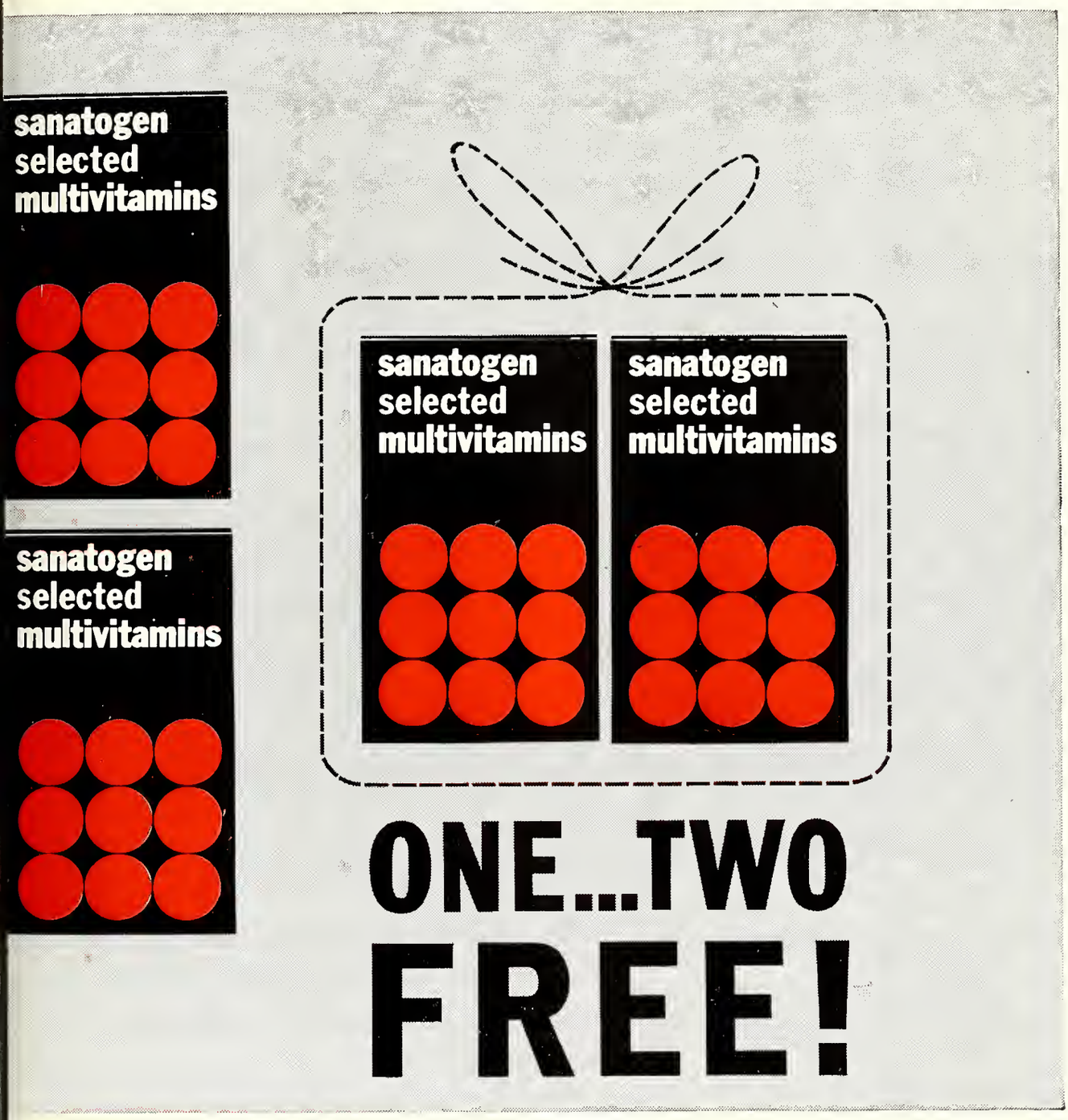
Ostermilk

Face price: 1 lb. carton 4/-
Trade parcels: 4 dozen 1 lb. cartons – £1 18s. 6d. per dozen
Prices for smaller quantities on request



Here's a terrific offer! With every dozen 30 size pack of Sanatogen Selected Multivitamins you order durin September, we're only going to invoice you ten. Thin what that means to you in terms of extra profits

Sanatogen



Winter's coming. And now's the time to stock up with plenty of these top-selling tablets. The demand is sure to be bigger than ever. A huge advertising programme in national press, local press, leading mass-circulation magazines will reach 96% of the adult population, time and time again. Sanatogen Selected Multivitamins are one line you can't afford to be without. Sales prove it!

Proof of success. Remember, within just four months of their national launch, Sanatogen Selected Multivitamins became nation-wide top-sellers. A truly fantastic success story. A first-class formulation, heavy and persistent national advertising, and your fine co-operation, have made Sanatogen Selected Multivitamins the most successful new pharmaceutical product of the year.

The way to better profits. Simply stock Sanatogen Selected Multivitamins, recommend them, display them. And don't forget to take advantage of the big 12-for-10 bonus on orders of 6 dozen 30's. Ask your Genatosan representative about the *additional* attractive bonus on the 60's pack. He'll be glad to help. We're guaranteeing you an autumn of top profits. Place your order now!

Selected Multivitamins

PEEP-BO BINKI REGD. PARTY PANTIES

★ SUPPLIED WITH PLASTIC HANGER

Order from your usual Wholesaler

WITH OR WITHOUT

(BULBS and BATTERIES) (BULBS or BATTERIES)

HANIMEX

HAVE THE ANSWER

THE WORLD'S FIRST PROJECTED IMAGE VIEWER

NEW
SUPER HANORAMA
VIEWER

49/6 including 2 BULBS and 2 BATTERIES

ANIMEX sets the pace of the viewer mar-
t. Now for the first time ever you can offer
ur customers true projector style viewing
a hand-held viewer. Yes — the SUPER
ANORAMA actually projects colour slides
from half frame to Superslides — onto a
rved screen in the viewer, to give a brilliant
ear picture with 3D effect.

A COMPLETELY NEW CONCEPT IN VIEWING

HANORAMA·DAYLIGHT
VIEWER

NO BATTERIES NO BULBS NEEDED **29/6**

The HANORAMA DAYLIGHT VIEWER needs no introduction. It has already established as the most saleable viewer on the market. At 29/6 it is a wonderful seller — a gift — everyone can afford it.

The HANORAMA'S unique system gives bright, clear viewing in NORMAL ROOM LIGHT or DAYLIGHT giving colour slides a remarkable depth effect—3D brilliance—with full colour impact from half frame to Superslides.

**OMPLETE
HIS REPLY
AID ORDER
ORM AND
OST IT
ODAY**

ORDER TO HANIMEX

Please supply : ..... HANORAMA DAYLIGHT VIEWERS @ **29/6** Retail
SUPER HANORAMA VIEWERS complete with
..... 2 bulbs + 2 batteries @ **49/6** Retail

Quantity Discount —
6 Viewers = Extra 2½%
12 ,, = ,, 5%
24 ,, = ,, 7½%
36 ,, = ,, 10%

Also ☐ Special window display piece for Hanorama
☐ Counter display for Super Hanorama
Tick if required

DEALER'S NAME.....

ADDRESS.....

SIGNATURE.....

THESE SALES WINNING DISPLAYS ARE YOURS FREE ON REQUEST

THIS UNIQUE WINDOW DISPLAY FOR THE HANORAMA DAYLIGHT VIEWER IS A REAL SALES GETTER. THE DISPLAY ACTUALLY STICKS ON THE INSIDE OF THE WINDOW AT EYE LEVEL — PASSERS-BY CAN'T RESIST LOOKING IN.

A SIMILAR DISPLAY FOR THE SUPER HANORAMA BUT FOR COUNTER USE. AN INVITATION TO 'PRESS THE BUTTON' AND SEE THE VIEWER IN ACTION IS SURE TO ATTRACT ATTENTION — AND SALES.

Postage will be paid by Licensee

No Postage Stamp necessary if posted in Great Britain or N. Ireland

BUSINESS REPLY CARD Licence No. SE 2161

HANIMEX
42 LOWER MARSH
LONDON SE1

Also Available Free on Reque

A colour poster 24"x1 showing the Hanoram Daylight Viewer

Line blocks for each viewer suitable for Ph Press and Newspaper advertising.

HANORAMA VIEWE are manufactured, distributed and guaran by

HANIM

RADIAN-β Aspirin Spirit Liniment
RADIAN-α Spirit Dressing

10% DISPLAY DISCOUNT ON £3 RADIAN ORDER NOW

For an order of not less than £3 (exc. P.T.), you can have any combination of *Aspellin*, *Radian* or *Radiol* products, and earn 10% extra display discount. Your order takes up little shelf space, and brings you a range of first-rate products that have proved themselves good sellers all the year round. In addition there is a handsome profit margin on all these lines. You also receive attractive display material to stimulate impulse purchases and reminder sales, and the support of convincing advertising in national and provincial newspapers, women's magazines, the sporting press and on T.V.

It is our policy to supply chemists only – make sure of *your* sales of Radian products by ordering today from:—

RADIOL CHEMICALS LIMITED

Radian House · 78 Upper Richmond Road · LONDON SW15 · Tel: VANdyke 1642 & 2692
Scottish Agent: Donald Macaulay Ltd · 22 King Street · TRONGATE · Glasgow C1 · Tel: Glasgow Bell 1909
N. Ireland Agent: Groves of Ireland · 54 Great Victoria Street · BELFAST 2 · Tel: Belfast 29333

RADIAN MASSAGE CREAM
RADIAN BATH SALTS
RADIAN OVALS
RADIAN SOOTHING CREAM
RADIOL Veterinary Products
AND-ASPELLIN (E.C 10 only)

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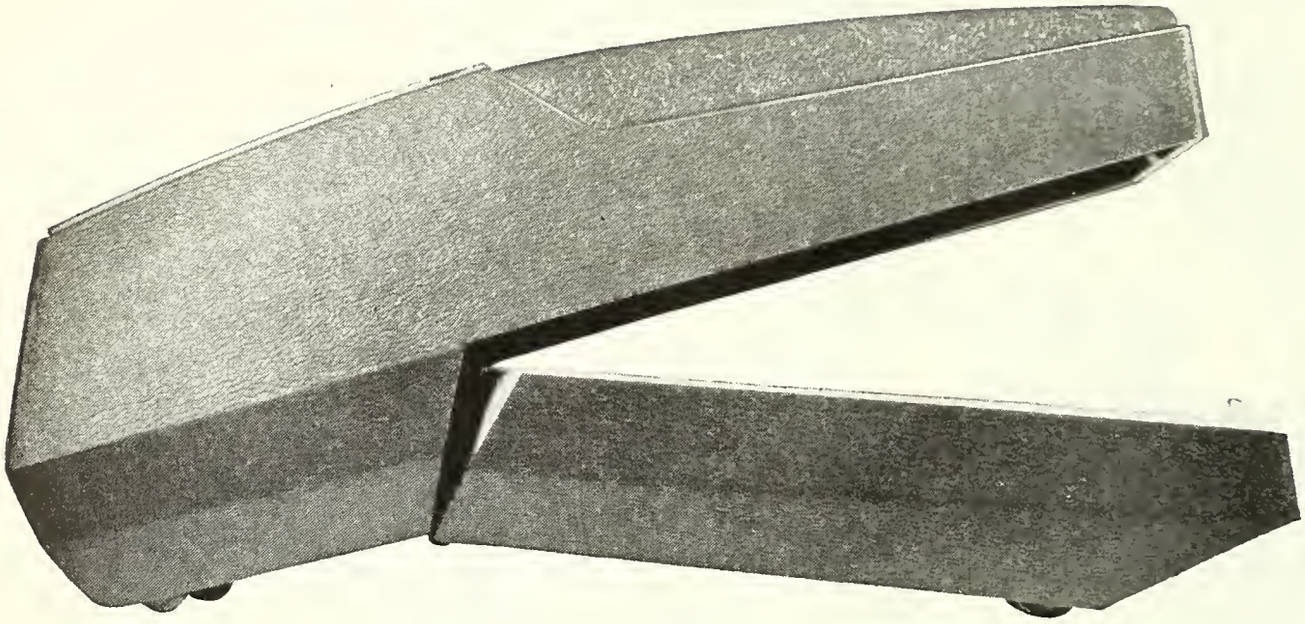
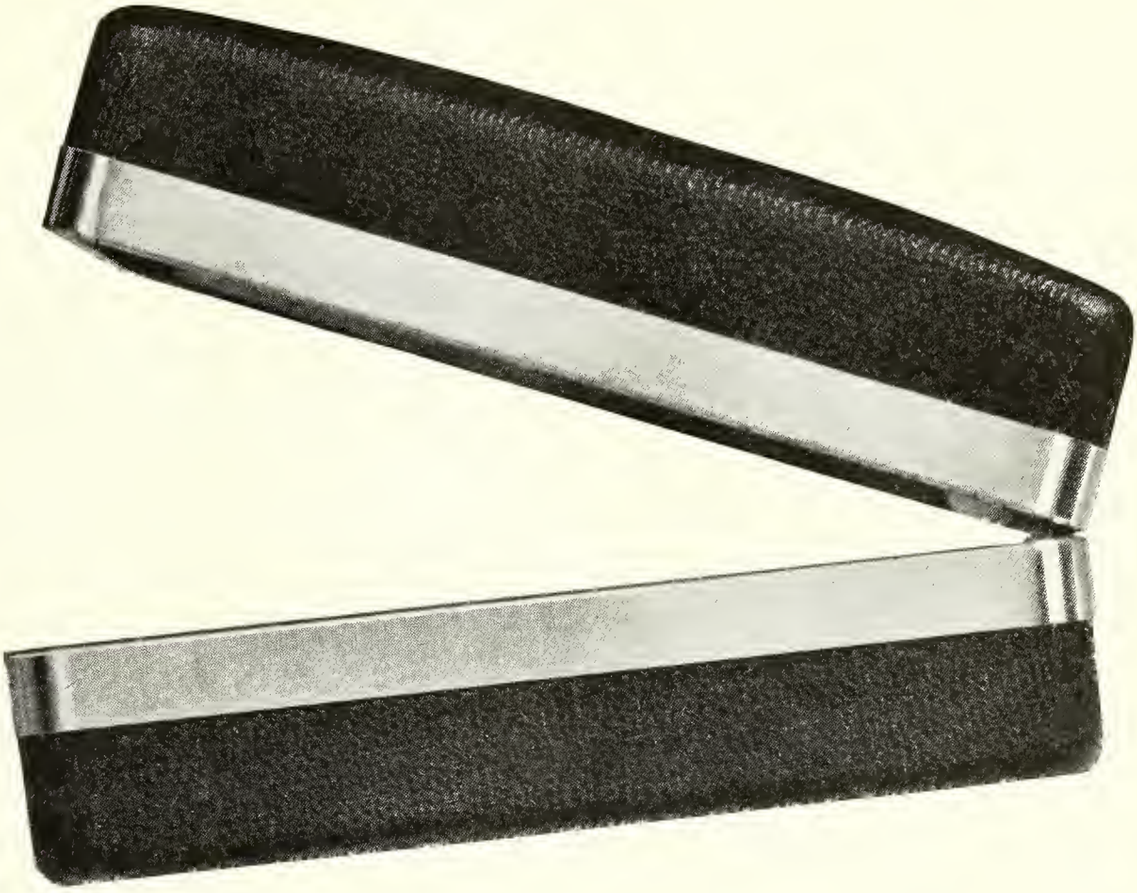


'Women find you irresistible, why?'



'My lean, dark looks, I presume.'

You've got plenty to sell in the Remington 25 Shaver. Three huge shaving heads. Awesome power. Fast, clean shaves.

And now we've made it even easier. With the Remington 25 Deluxe. For gift-giving we've put it into a handsome brown leathercloth, velvet-lined case. Women will find it irresistible for Christmas (and birthdays, anniversaries, and other electric shaver occasions). It also coaxes men to buy it for themselves.

The Remington 25 is still available in its standard good-looking plastic case. But lean, dark looks are always hard to resist.

REMINGTON®

Once upon a time there was no Nordia...

Evolution is taken for granted — Rocket to diesel-electric . . . Bleriot biplane to supersonic jet . . . Clipper to Cunarder . . . penny bazaar to super-store and, some say, modernisation to Nordia-isation. Fixed old shopfittings are changed to handsome flexible new ones and harassed retailers given new heart by the Nordia consultancy service (evolved within a firm which has been doing specialist shopfitting for nearly a hundred years). *And our surveys are free!*

NORDIA

SHOPFITTING SYSTEM

Photo reproduced by courtesy of New York State Historical Assn.

To: NORDIA, 25 Wellington St., Leeds or 94 Baker St., London W.1. *Please let me have further information about the Nordia System of Selling.*

NAME .....

ADDRESS .....

..... CD

EST. 1777

Telephone: CLErkenwell 3060 (15 lines)
Switchboard open 8.30 a.m.-4.45 p.m.
Automatic Recording 4.45 p.m. onwards

ANOTHER CAREFULLY SELECTED ASSORTMENT OF ONE GROSS FINE QUALITY ENGLISH

Washing Squares

WITH BONUS OF OUR OWN SUPER 'NINONA' SQUARES

PARCEL 'D' CONTAINS:

3 DOZEN 1/3	ACE. Blue, Yellow and Pink or Orange, Green and Mauve in crossover design giving squared effect. Overlocked edges ... 11" x 11"	10/- DOZ.
3 DOZEN 1/6	SPRITE. Multicoloured stripes on white ground — two variations — Dainty pastel tones. Overlocked edges ... ... 12" x 12"	12/6 DOZ.
2 DOZEN 1/9	MORAY. Wide Centre Panel in Lemon or Gold with contrasting Outer Edges — Blue and Orange or Mauve and Pink. Hemmed edges. 12" x 12"	14/- DOZ.
2 DOZEN 2/-	GALAXY. Bold Multicoloured Stripes alternating with Wide Black Line giving gay, attractive design. A MAN'S SQUARE — Hemmed edges. 12" x 12"	16/6 DOZ.
2 DOZEN 2/6	'No. 25' Extra Fine Quality, Full size Square 15" x 15". Pink, Red and Olive, Orange Gold and Green or Mauve and Green on Close Knit White Ground.	20/- DOZ.

BONUS

2 DOZEN 1/9	NINONA. Top Quality Terry Face Cloths. Fringed Edges. White and Pastel Shades. 12" x 12"

Cost Price £8-8-6 Retail Value £14-11-0

PROFIT £6-2-6

ORDER FROM

BUTLER & CRISPE LTD.

80/84 Clerkenwell Road, London, E.C.1

Perfume Concentrates

Terpeneless Essential Oils

Essential Oils

ZIMMERMANN

Chas. Zimmermann & Co. Ltd.

Dega Works, Walmgate Rd., Perivale, Middlesex

phone: Perivale 9121

DEGA BRAND

Quantity Discounts on Bunty Baby Products

The following products may also be included to qualify for Quantity Discounts: Moorland Indigestion Tablets, Penetrol Products, Cetal Tablets and Cabdrivers Linctus

2½% DISCOUNT ON £2.10.0 ORDERS

5% DISCOUNT ON £5 ORDERS

7½% DISCOUNT ON £7.10.0 ORDERS

10% DISCOUNT ON £10 ORDERS

DISCOUNTS APPLY ONLY TO DIRECT ORDERS
PURCHASE TAX EXCLUDED · CARRIAGE PAID OVER £5 NETT

ORDER NOW

W. B. CARTWRIGHT LTD., RAWDON, LEEDS

Pharmaceutical and Fine Chemicals

DEGA BRAND

ALLANTOIN
ADRENALINE
BENZOCAINE (Hoechst)
CAMPHOR (Hoechst)
DEXAMPHETAMINE SULPHATE B.P.
DIASTASE
DIGITOXIN B.P.C.
DIGOXIN B.P.
FOLIC ACID B.P.
ISOPRENALINE SULPHATE B.P.
NICOTINAMIDE
NICOTINIC ACID
PANCREATIN
PAPAIN
PAPAVERINE
PARACETAMOL (Hoechst)
PEPSIN
PHENAZONE (Hoechst)
PHENYTOIN SODIUM B.P.
PIPERAZINE
PROCAINE (Hoechst)
QUINIDINE
RESORCIN B.P. (Hoechst)
SILVER PROTEIN
SODA AMINOSALICYLATE
THYMOL B.P.
THYROID etc.

Medical Specialities

KADAMYSIN, DEGALAN, DEVATOL-A (Veterinary)

ZIMMERMANN

Chas. Zimmermann & Co. Ltd.
Dega Works, Walmgate Rd., Perivale, Middlesex. phone: Perivale 9121

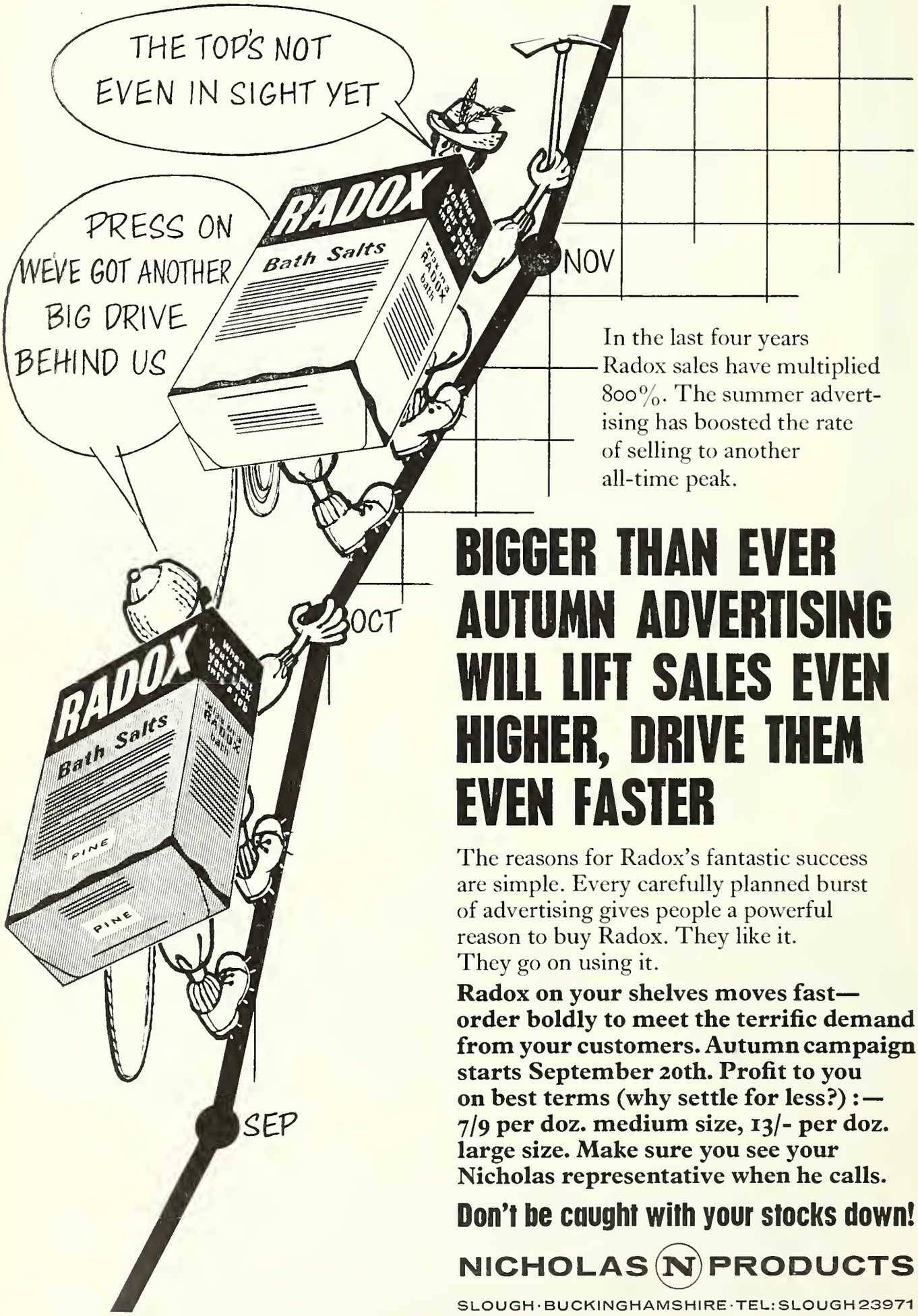
PROVE IT FOR YOURSELF. Let SALESMASTER plan your shop for bigger profits, entirely without obligation and absolutely free.

Name _____
Address _____
_____ C.&D. 12/9

• Send NOW for details of our Free Planning and advisory service.

Salesmaster
SHOPFITTINGS LTD
Regent House · Dock Road · Birkenhead · Cheshire BIRkenhead 8794

* Extensive showrooms of fully-fitted shops are open for inspection



In the last four years Radox sales have multiplied 800%. The summer advertising has boosted the rate of selling to another all-time peak.

BIGGER THAN EVER AUTUMN ADVERTISING WILL LIFT SALES EVEN HIGHER, DRIVE THEM EVEN FASTER

The reasons for Radox's fantastic success are simple. Every carefully planned burst of advertising gives people a powerful reason to buy Radox. They like it. They go on using it.

Radox on your shelves moves fast—order boldly to meet the terrific demand from your customers. Autumn campaign starts September 20th. Profit to you on best terms (why settle for less?) :— 7/9 per doz. medium size, 13/- per doz. large size. Make sure you see your Nicholas representative when he calls.

Don't be caught with your stocks down!

NICHOLAS (N) PRODUCTS

SLOUGH · BUCKINGHAMSHIRE · TEL: SLOUGH 23971

John Bell, Hills & Lucas Ltd

have pleasure in announcing that

Fassett & Johnson Ltd

are now Sole Distributors in the U.K. for

Frador
Lotil
Calypso

Their Chemist-only policy will be fully maintained.

Orders should now be passed to the Representatives of Fassett & Johnson Ltd. or mailed, or 'phoned to them at 86, Clerkenwell Road, London, E.C.1. Tel. CLErkenwell 2336

E

M. & R. NORTON LTD

present their new pack

DISPLAYS

DISPENSES

SELLS

INTRODUCING
New Neutrogena Dozen Pack

Combination Carton
Carriage - Display - Counter Dispenser
Packed with 12 tablets
and designed to
SELL MORE NEUTROGENA

A SELF-SELLING PACKAGE THAT WORKS FOR YOU
FULL COLOUR - EYE-CATCHING SPACE SAVING

IT'S COMPACT . . . . . Only 2″ wide FOR EASY SHELF STACKING

IT'S SPACE SAVING . . Needs just $6\frac{1}{4} \times 2''$ on counter

IT'S CONVENIENT . . . Just pull outside dispenser tabs, put on the counter and you have a colourful, eye-catching display that's guaranteed to sell Neutrogena.

NO EXTRA COST
ORDER NOW

Order from your usual wholesaler or direct from

M. & R. NORTON LTD., 9 Park Hill, London, S.W.4.

R.P.M.

AND

Scholl

OUR POLICY

We are claiming registration for the retail price maintenance of:

Dr. Scholl's Aids for the Feet,
Scholl Elastic Hosiery,
and all other *Scholl* products sold by retail.

We seek to have exemption for all these goods in accordance with the Resale Prices Act.

This is, of course, in pursuance of our continuous policy, since the founding of the Company over 50 years ago.

THE SCHOLL MFG. CO. LTD.,
182-204, ST. JOHN STREET,
LONDON, E.C.1.

Telephone : CLErkenwell 3636

THE CHEMIST AND DRUGGIST

ESTABLISHED 1859

THE WEEKLY NEWSPAPER FOR PHARMACY
and all sections of the drug, pharmaceutical, fine chemical, cosmetic, and allied industries

Official organ of the Pharmaceutical Society of Ireland and of the Pharmaceutical Society of Northern Ireland

Volume 182 September 12, 1964 No. 4413

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Telephone: Central 6565

MEMBER OF THE AUDIT BUREAU OF CIRCULATIONS

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GLASGOW: 160 Nether Auldhouse Road, S.3. *Phone: Langside* 2679.
LEEDS, 16: 32 Wynford Rise, West Park. *Phone: Leeds* 67 8438.

ANNUAL SUBSCRIPTION
which includes The Chemist and Druggist Diary and Year Book, £3 10s. Single copies 1s. 3d. each (postage 5d.).

protective vitamins for the family

Adexolin

vitamins A and D, liquid and capsules

Liquid: Bottles of ½ oz and 2 oz (fitted with plastic droppers)
Retail Prices: 2/- and 4/4 Trade Prices: 18/- per dozen and 39/- per dozen
Capsules: Bottles of 25 and 100
Retail Prices: 2/- and 6/- Trade Prices: 18/- per dozen and 54/- per dozen
Also special parcel rates (see Glaxo price list)

GLAXO Glaxo Laboratories Limited

Adexolin is a Glaxo Trade mark

The CHEMIST AND DRUGGIST

Volume 182 SEPTEMBER 12, 1964 No. 4413

N.H.S. Remuneration

AGREEMENT ON NEW SCALES EXPECTED

FINAL agreement between the Central N.H.S. (Chemist Contractors) Committee and the Ministry of Health on the revised levels of professional fees and oncost for N.H.S. dispensing is expected to be reached early in September.

Subject to the approval of Pharmaceutical Committees agreement is also expected on the way in which arrears of payments for the early months of 1964 will be made. A letter from the Central Committee to Pharmaceutical Committee secretaries states that it is hoped to bring the new scale of fees and oncost into operation for the pricing of September prescriptions in October. Arrears of payments for 1964 will be made "within the next month or two." It is also reported that in discussions between Committee representatives and Ministry officials a fundamental difference has arisen regarding the operative date of the notional salary offer made by the Minister of Health. The difference does not affect remuneration for 1964 but it is of importance in future reviews. The Minister of Health (Mr. A. Barber) has agreed to meet a deputation from the Committee on September 11 to discuss the matter. The Chief Inspector of Taxes has confirmed that the correct procedure for income tax purposes is to tax payments of arrears as for the year in which they were earned.

The Committee is also prepared to receive written evidence from organisations and companies from whom submissions have not been invited. Memoranda of evidence should be sent to the secretary (Mr. P. N. M. Moore), Ministry of Agriculture, Fisheries and Food, Room 567, Great Westminster House, London, S.W.1, not later than December 15.

Pesticides

EVIDENCE ON SAFE USE INVITED

THE Advisory Committee on Pesticides and other Toxic Chemicals is inviting written evidence to assist it in its review of the present voluntary arrangements for the safe use of toxic chemicals in agriculture and food storage. Evidence is being sought from a number of associations and other bodies representing farmers, workers, scientists, wild life and animal welfare interests, local authorities, medical and public health interests, manufacturers producing and using the chemicals and others believed to have a major interest in the inquiry. Terms of reference for the review are:—

"To consider and advise on any improvements and extensions of present safety arrangements that may be desirable to provide greater protection against the hazards arising from the use of toxic chemicals in agriculture and food storage; in particular to consider whether stricter criteria should be applied in the approval of new products and the review of the approval of existing products."

Chemists' Retail Sales

BOARD OF TRADE STATISTICS

FIGURES recently issued by the Board of Trade for April reveal the following changes in the sales of chemists' goods:—

	Compared with June 1964 %	Compared with July 1963 %
Independent retailers	+11·3	+9·4
Multiple retailers	+9·1	+9·1
Co-operative Societies	+7·7	+6·7

The figures do not allow for receipts under the National Health Service.

Conference Time-table

IN the time-table given below of events during the British Pharmaceutical Conference meeting in Edinburgh, September 13–18, light type indicates morning and heavy type afternoon events. Unless otherwise stated, all are held at the Heriot-Watt College, Chambers Street, Edinburgh, 1. The Pharmaceutical Society's House, 36 York Place, Edinburgh, 1, will be open for reception of Conference members on Sunday and will remain open to view Monday to Friday, 9.30 a.m. till 5 p.m.

Sunday

10.00 At 36 York Place. Conference office open for registration. Until 9 p.m.

6.00 At St. Giles' Cathedral. Organ recital and religious service.

7.45 At St. Mary's Cathedral, Broughton Street. Dialogue Mass, followed by reception.

Monday

9.00 Conference office transfers to Assembly Rooms, George Street.

10.00 At Leith town hall. Coffee, followed by:—

10.45 Opening session. Address by Conference chairman.

2.00 Science session.

2.15 Ladies' excursion: Forth Valley and bridges.

8.00 At Assembly Rooms. Civic reception.

Tuesday

9.30 Conference lecture.

A FINAL BRIEFING: Taking a last look at their arrangements for the 1964 British Pharmaceutical Conference are members of the local Edinburgh Conference Committee. Back row (left to right): Messrs. S. G. Holmes, W. S. Tait, J. E. Budge, F. Hepburn, G. W. Allen, R. A. Brodie, J. B. Dunnett, J. W. Goodchild, C. G. Drummond, D. A. R. Moncur, F. Melrose. Front row: Dr. G. H. Macmorran, Messrs. J. A. Hiddleston, A. W. Patterson, E. A. M. Knott, J. H. Henderson, Miss D. I. L. Locker, Mrs. Macmorran.

12.20 and 12.50 Conference excursion to St. Andrews by train, returning **7.08** and **7.30.**
7.00 At Assembly Rooms. Conference club.
7.45 At the Royal Infirmary. Social evening for hospital pharmacists, arranged by the Edinburgh and East of Scotland Branch, Guild of Public Pharmacists.

Wednesday

9.15 Ladies' all-day excursion to Trossachs, returning by **4.30.**
9.30 Professional and science sessions.
2.00 Science session.
2.15 Ladies' excursion: Pentland panorama.
7.00 for **7.30** At Assembly Rooms. Conference banquet.

Thursday

9.30 Symposium session.
Ladies' excursions: City tour (9.30); Palace of Holyroodhouse and Queen's Drive (9.45); Edinburgh Castle (10.00).

Afternoon Sports.

2.00 Heriot-Watt College pharmacy department, 79 Grassmarket, open to Conference members.
7.00 At Assembly Rooms. Conference club. At **10.00,** presentation of sports trophies.
At Caledonian hotel. Reception given by Pharmaceutical Subjects Group, Royal Society of Health, followed by discussion on "Automation and its Relation to Pharmaceutical Practice."
9.00 At Royal hotel. Sherry party for members of National Association of Women Pharmacists.
At 36 York Place. Presentation to Mr. E. Knott.

Friday

9.30 Professional and science sessions.
Ladies' excursions as Thursday morning.
2.00 Science session.
3.30 Buffet tea.
4.00 Closing session.
8.00 for **8.30** At Assembly Rooms. Conference ball.

Anti-dumping Duties

TWO CHEMICALS AFFECTED

THE Board of Trade has made the Anti-Dumping Duty Order, 1964, published as S.I. 1362 (H.M. Stationery Office, price threepence) imposing anti-dumping duties of £1 9s. per ton on maleic anhydride imported from Austria; £12 4s. per ton on maleic anhydride imported from West Germany; and £14 per ton on fumaric acid imported from West Germany. As there have been no imports of maleic anhydride from France for some time the Board is taking no action on an application made earlier this year for the imposition of a similar duty in respect of supplies from that country. For the purpose of implementing the Order, which became effective on September 3, the Commissioners of Customs and Excise, on the direction of the Board of Trade, will require proof of the origin of any maleic anhydride and fumaric acid exported to the United Kingdom from Austria, Belgium, Berlin, Denmark, France, West Germany, the Soviet Zone of Germany, Netherlands, Poland, Portugal, Spain and Switzerland. The Board of Trade further announce that imports of the chemicals from any country other than Austria and West Germany which are found to be dumped will be liable to anti-dumping action.

Filtration Equipment

MAKERS' AND USERS' SOCIETY PROPOSED

THE possibility of forming a filtration society in Britain will be considered at a meeting being held at 5 Belgrave Square, London, S.W.1, on October 6 at 3 p.m. All users of filtration and separation equipment and media will be welcome at this meeting as well as the manufacturers and designers, but as accommodation is limited, admission to the meeting will be by ticket only. Tickets are obtainable by writing to the Editor, *Filtration,* 10 Peaks Hill, Purley, Surrey, who is acting as temporary secretary of the exploratory committee. A preliminary meeting attended by representatives of the filtration industry felt that many aspects of filtration knowledge were being neglected and that a technical society—not a trade association—might fulfil a useful function. A committee asked to explore matters further has concluded that a "technical society which exists to advance knowledge of filtration, separation and clarification engineering and processes," should be formed.

Goods by Road

A GROUP SERVICE FOR "SMALLS"

THE Express Carriers Group of the Road Haulage Association, Ltd., 22 Upper Woburn Place, London, W.C.2, has issued a directory which gives details of the districts served by its members who specialise in the carriage of packages weighing anything from a few pounds to about 3 cwt. In a foreword to the list it is pointed out that there is a highly developed system of interworking between the members and any member can accept consignments for delivery in areas not usually served directly by himself and transfer it to another member in the desired area. Interworking avoids overlapping of services and keeps the cost of operations low.

Building Plan Refused

COSMETIC FIRM AT NORTHAMPTON

THE Board of Trade has refused to grant an industrial development certificate to Avon Cosmetics, Ltd., to enable a £3 million factory to be built in Northampton, where the company has been operating for the past five years. It was the intention of the company to build a new factory on some twenty acres of land and move from its present factory site. The suggestion of the Board of Trade that the company should move into the North of England or Scotland or into South Wales or Cornwall is unacceptable to the company.

IRISH NEWS

THE REPUBLIC

Contracts Placed Abroad

CONCERN OVER STANDARDS

THE Eire Department of Health has recently placed an order for the supply of drugs to local authority hospitals and dispensaries with continental firms not operating in the Republic. The contracts amount to about half the total quantity of drugs to be supplied to those institutions in the coming year and will result in about £500,000 being channelled to sources contributing nothing to the economy of the country. In recent months products have been imported into the Republic from little-known continental firms. Some of those products have not borne the name of the manufacturer and demand has been increasing in medical and professional circles for an independent bureau of standards to be established.

THE NORTH

Ulster Chemists

MONTHLY MEETING OF EXECUTIVE

THE executive committee of the Ulster Chemists' Association feels that it is yet too early to comment on the Resale Prices Act. That was decided after discussion at the monthly meeting of the committee held in Belfast, September 1. THE PRESIDENT, Mrs. A. S. G. Watson, welcomed Messrs. E. A. Baird and J. G. Blair who were present by invitation. She reported that in furtherance of the resolution passed at a recent meeting with the Irish Drug Association she had drawn up a letter (shortly to be circulated to members) on the presentation of a good public image. She expressed regret at the recent illness of Mr. H. W. Gamble and of Mr. R. Gibson, and the secretary was instructed to send a message of sympathy and goodwill from the meeting to those members. The annual subscription would remain the same for the coming year, stated THE TREASURER (Mr. J. F. Rankin). MR. W. J. RANKIN reported that the offices at 4 Waring Street had now been let, thus relieving the Association of its financial liability for the outstanding portion of the lease.

It was suggested that the date of the annual meeting be fixed for November 18. The following were appointed to arrange for the 1965 annual conference:—Mrs. A. S. G. Watson, Messrs. N. A. J. Anderson, J. Paul, W. C. Moffett and J. C. Wellwood. Mrs. A. S. G. Watson and Mr. J. C. Wellwood were nominated to serve on a committee appointed by the Council of the Pharmaceutical Society of Northern Ireland to look into the future of pharmacy.

Present were: Mrs. A. S. G. Watson (president), Miss D. Hall, Messrs. H. S. Anderson, N. A. J. Anderson, W. H. Boyd, J. A. Brown, W. E. Cooper, T. A. Gibson, J. Knox, W. L. McDonnell, J. K. McGregor, W. C. Magee, W. J. Moffett, M. C. Mooney, J. Paul, W. J. Rankin, J. F. Rankin, A. Templeton, J. C. Wellwood, E. A. Baird and J. G. Blair. Apologies for absence were received from Messrs. N. C. Cooper, B. J. Deeny, H. Donaghey, H, W. Gamble, R. Gibson.

NEWS IN BRIEF

PRINCE Philip has become *Patron* of the British Productivity Council.

AN assistant at the Sandgate Road, Folkestone, pharmacy of Savory and Moore, Ltd., has been chosen "Miss Folkestone, 1964."

THE World Aerosol Fair, which was to have been held in Frankfurt-on-Main, Western Germany, October 12 to 18, has been postponed for an undisclosed period.

THIEVES who broke into the pharmacy of S. G. Court, Ltd., 69 Station Road, Birchington, Kent, ignored expensive photographic equipment and stole about 6,000 stimulant tablets comprising eighteen varieties.

A GANG dressed as shop assistants, removed expensive cameras from a window display at Youngs of Leicester, Ltd., 40 Belvoir Street, Leicester, recently and redressed the window with cheap cameras and empty boxes. Their haul totalled £5,000.

A TEN-MINUTE magazine-type documentary film made by the Central Office of Information in which Riker Laboratories were featured, was shown to an invited audience at Loughborough on August 18. The film, which is made for overseas audiences only, showed production and safety control at Riker Laboratories.

THE hearing of the appeal to the House of Lords by the Pfizer Corporation, Sandwich, Kent, against the Appeal Court's decision in the company's action against the Ministry of Health concerning the use of Section 46 of the Patents Act, 1949 (see *C. & D.*, December, 14, 1963), is to begin on November 2.

Courses and Conferences

IN view of the current interest in payment for sickness absence, the Industrial Welfare Society, 48 Bryanston Square, London, W.1, has planned a one-day conference at its headquarters on November 10, to consider the subject and to study the report sponsored by the Ministry of Labour. The basic considerations in the setting up and administration of sick pay schemes will be examined. A programme is available from the Society.

SPORT

Golf

LIVERPOOL CHEMISTS' GOLFING SOCIETY. A meeting was held at Preston golf club on July 29. *Results: Merck Sharp & Dohme, Ltd.*, P. Symons (13), 73. *Liverpool Chemists' Golfing Society prizes*, G. N. Quayle (11), 74; Dr. J. Kay (6), 75.

ULSTER CHEMISTS' GOLFING ASSOCIATION. Captain's day was held at Clandeboye golf club on September 2. Among the guests were Mr. N. C. Cooper (president of the Pharmaceutical Society of Northern Ireland), Mr. J. Howard (captain of the Irish Chemists' Golfing Society), Messrs. M. Leonard, J. Lynch, and P. Foley. Prizes were presented by the captain (Mr. H. Mahood). *Results: Captain's prize*, 1, D. Moncrieff, 38 pts.; 2, J. C. Gouk, 37 pts. *Scratch to eight prize*, T. McCann, 37 pts. *Nine to sixteen prize*, J. McCoy, 34 pts. *Seventeen to twenty prize*, J. R. Ross, 36 pts. *New members' prize*, A. Moore, 34 pts. *Knock-out competition*, 1, C. Watt; 2, H. Mahood. Mr. B. Flatley was elected captain for 1965 and Mr. D. Moncrieff vice-captain.

TOPICAL REFLECTIONS

By Xrayser

Edinburgh

Many pharmaceutical roads will lead to Scotland this weekend, for it is the turn of Edinburgh to act as host for the British Pharmaceutical Conference. The turn of events provides that, for the second year in succession, the venue is a Capital city. Following so closely on the Centenary meeting in London last year, there might have been something of a feeling of anti-climax, but Edinburgh has so much to offer to the visitor that I shall be surprised if the week does not match, for interest and hospitality, the memorable meeting in London last year. The northern capital has contributed—and continues to contribute—to the world of pharmacy, and I have found much of interest in the reports of the fine series of evening meetings arranged by the Scottish Department of the Pharmaceutical Society. When there was thought to be no need for such meetings in London, the flag still fluttered bravely over York Place. The programme for the Conference looks extremely interesting and the excursion to St. Andrews will, I am sure, appeal to all those who indulge in a form of worship which calls for the head being kept down, for although St. Andrews is a famous university town, it has equally strong claims to fame in its golf links. I hope that visitors to the Conference will find time to have a look at some of the fine town planning of the late 18th century in Edinburgh and compare it with the crescents of Bath. Both are relics of another age and are irreplaceable. I see from the report of the last Conference in Edinburgh in 1938, that the redoubtable Mr. J. Rutherford Hill was chairman in that year, and it proved a fitting honour to one who had devoted over fifty years to the service of pharmacy. His was a well-known figure at conferences for many years.

Metric system

An examination of the question of whether or not the United Kingdom should adopt the metric system occupied part of the time of the annual meeting of the British Association at Southampton recently, and Dr. W. P. Kerkhof stated that the changeover required in British industry was a completely new experience which had no parallel in the past, in that other countries making the change had done so at a stage when they were not highly developed industrially (p. 228). Pharmacy is now reaping the rewards of a decision to introduce the system, and in my experience it is not proving an unqualified success. So far as the laboratory pharmaceutical product is concerned there is little difficulty, providing the doctor remembers the strength of the product. It is when the prescriber launches into extemporaneous phantasy that complications arise, for having decided to give his patient 30 mgm. doses of phenobarbitone in 15 mils of magnesium trisilicate mixture, he proceeds to order the pharmacist to supply 250 mils of the mixture. A calculation suggests that the bottle must contain 16·66 doses, and after a few minutes, the pharmacist gives up the unequal struggle and converts the whole thing to a civilised apothecary calculation—that is, if he has been brought up in an older school.

Our public relations

The attitude of our relations—that is, our customers—to their prescriptions and those who dispense them, never ceases to astonish me. We are all familiar with the "they are only tablets," or "it's only a matter of counting" type of customer, who imagine that (a) we have been waiting impatiently for his appearance so that we might find something to occupy our idle time, or (b) that he is a personage of such importance that everything else in the pharmacy will be dropped at once so that he might get home to get started on the task of building up his vitamin intake. Then there is the entertaining character who waves his hand and says "tomorrow will do," and reappears in three minutes to ask if it is ready as he just happened to be passing. But I still have not quite made up my mind in regard to the gentle little lady who said she would just wait—and then produced a library book from her bag and settled down comfortably in a chair. Not just a newspaper—a library book!

PHARMACISTS MEET IN HOLLAND

F.I.P. returns to its " cradle "

REPLYING to the speeches of welcome at the opening session of the International Pharmaceutical Federation's general assembly in Amsterdam, Holland, on September 7, Sir Hugh Linstead said he had been reminded that Holland was " the cradle " of the F.I.P. It was fifty-two years ago that the Federation held its constituent assembly in Holland and the debt to the country was a continuing one for it had provided two out of four presidents and all its five secretaries."

Speaking of dealings between pharmacists and Ministers of Health in different countries, Sir Hugh said "too many of our contacts are unfortunately dominated by finance, by vulgar questions of money. It seems inevitable, for modern medicine is so costly. Yet it is unfortunate, for finance ought not to have the last word in a field where human values are so important."

Pharmacy in most countries found itself caught in a tide of industrialisation, commercialisation and state control which made its existence as an independent profession everywhere precarious. No one was actively seeking that result, indeed most people—Ministers, industrialists, the public—would wish to restrain the process by all practicable means. One of the most valuable features of a congress such as the F.I.P. was that it did just that. It brought together the industrialist, the pharmacist in general practice, the pharmacist who was in some degree a functionary and those who were responsible for the education of pharmaceutical students. Out of exchanges of ideas each group obtained a better understanding of the needs and responsibilities of the others. Industrialists discussed problems of standardisation with directors of control laboratories. Pharmacists in general practice examined, with pharmacists in industry their responsibilities to each other and to the public. Professors and those who would employ their students searched together for a compromise between the demands of modern science and the needs of modern pharmaceutical practice. All returned home with a greater sense of unity and the intention to shape their decisions in the months to come in such a way as to make it possible for pharmacy to continue to serve the public according to its traditional standards and responsibilities.

That was probably the most valuable outcome of such a congress. Sir Hugh concluded: " Our Dutch hosts have made such a result possible and I can assure them that the influence of their hospitality will be felt in many ways and in many lands far beyond what they themselves may imagine. We like to think that not only our thanks but also the knowledge that they are contributing to so important a result will be a rich reward to them for all the time, effort and enthusiasm they have given to organising this General Assembly and Congress of Pharmaceutical Sciences."

In the name of the K.N.M.P. (Royal Dutch Society for the Promotion of Pharmacy) Mr. H. A. A. J. Martens said he was convinced that the exchange of ideas and opinions would be of benefit to international pharmacy as a whole.

AVAILABILITY OF ECONOMYCIN

Importer answers criticism : N.P.U. replies

A REPLY to criticism by Mr. J. Wright (secretary, National Pharmaceutical Union), of a circular letter issued by the Chelsea Drug & Chemical Co., Ltd., on the availability of Economycin (see *C. & D.*, July 18, p. 50), has been published in the September 5 issue of the *British Medical Journal*. Dr. M. C. Solomon, the company's medical director, says the company had been at pains to make it clear that their remark that some chemists did not stock Economycin because they made less profit on it, did not apply to all chemists. However, a " sizeable minority " had been influenced against the product by its lower " oncost " return. Dr. Solomon dismisses Mr. Wright's explanation that some chemists are reluctant to stock Economycin because they are wary of becoming involved in legal action over patents on the grounds that no evidence can be found of retail chemists ever having been informed that the product infringes valid patents. He goes on to ask whether Mr. Wright, in view of patent actions pending in the United States, would advise chemists not to stock Pfizer tetracycline preparations.

Mr. Wright has sent the following reply to the Editor of the *British Medical Journal*:—

In warning retail pharmacists about the risks involved in supplying " pirate " tetracyclines and other pharmaceuticals bought from unlicensed sources, we did not mention Economycin by name. But pharmacists know that none of the companies which Dr. Solomon controls or has an interest in has been licensed by Pfizer, Ltd., to produce or market tetracycline products. Pharmacists know therefore that the purchase of Economycin is a purchase from an unlicensed source and one that involves the risks they were warned against by the National Pharmaceutical Union.

Dr. Solomon refers to the patents issue as being hopelessly tangled and then seeks to tangle it more. I feel sure that his legal advisers would tell him, if they were asked, that the action which the American Cyanamid Co. has taken against Chas. Pfizer & Co., Inc., in the United States has no relevance to the tetracycline which is manufactured in this country by Pfizer, Ltd., under a product patent which Pfizer, Ltd., owns and therefore that there are no grounds for suggesting, as Dr. Solomon does, that a pharmacist who buys tetracycline from Pfizers might be sued for infringement by Lederle (Cyanamid).

Agricultural Chemicals

Recommendations for safe use

THE 1958 recommendations recently issued by the Ministry of Agriculture, Fisheries and Food in respect of streptomycin (2,4-diguanidino-3,5,6-trihydroxycyclohexyl 5-deoxy-2-*O*-(2-deoxy - 2 - methylamino - *alpha* - L - glucopyranosyl) - 3 - *C* - formyl - B - L-*lyxo*pentanofuranoside) and oxytetracycline (4 - dimethylamino - 1,4,4a,5,5a, 6,11,12a - octahydro - 3,5,6,10,12,12a - hexahydroxy - 6 - methyl - 1,11-dioxonaphthacene - 2 - carboxyamide) have been replaced. The Ministry point out that crop protection products to which the new recommendations refer are required by law to be rendered unpalatable to human beings and unfit for medical, surgical, dental or veterinary use. Streptomycin or oxytetracycline used together or separately should not present a hazard to operators, provided they observe the following precautions which should appear on the label:

WEAR RUBBER GLOVES when handling the concentrate.

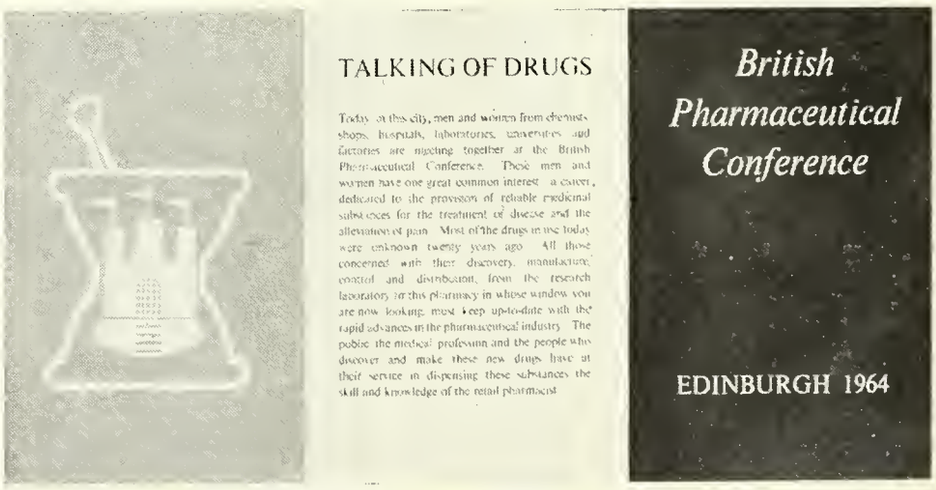
WASH CONCENTRATE from skin or eyes immediately.

WASH HANDS AND EXPOSED SKIN before meals and after work.

DO NOT CONTAMINATE PONDS, WATERWAYS AND DITCHES with chemical or used container.

WASH OUT CONTAINER THOROUGHLY and dispose of safely.

The Ministry state that there is insufficient information to enable recommendations to be made on the safe use of streptomycin and oxytetracycline except on cherries. Streptomycin and/or oxytetracycline should not be used on cherries between petal fall and harvest.



FOR CONFERENCE DISPLAYS: A card appearing in Edinburgh pharmacies during the week of the British Pharmaceutical Conference, September 14-18. It measures 27½ x 14 in. and is in blue, grey and white, the colours chosen for the Conference. The mortar is the typical sign of a Scottish pharmacy and the heraldic castle denotes the city of Edinburgh.

LEGAL REPORTS

Appeal Dismissed

AN appeal by Knud Abilgaard against a previous decision ordering the granting of a compulsory licence under Section 41 of the Patents Act, 1949, to Biorex Laboratories, Ltd., has been dismissed. Knud Abilgaard are the holders of patent number 863,474 relating to benzothiadiazine derivatives.

Drug Forms Syndicate

A FINE of £5 was imposed upon Norman Phillip, a native of Trinidad, at Manchester City magistrates' court on August 27. Phillip had admitted attempting to obtain 100 Drinamyl tablets from a Manchester pharmacist by means of a forged prescription. At the hearing a detective-constable said that the form tendered had been one of many stolen from doctors' surgeries recently. He added: "The group controlling the distribution of these prescription forms is gaining considerably from illicit trading in 'purple hearts'. The syndicate employ pawns to present the forms to different chemists. They are given 10s.—2s. is for the prescription—and told to keep the 8s. change."

Summonses Withdrawn

Two summonses under the Pharmacy and Poisons Act, 1933, brought against Vanity Fayre (Holborn), Ltd., 14 Sicilian Avenue, London, W.C.1, were withdrawn at Clerkenwell court on September 3 at the request of Mr. A. C. Castle (solicitor for the Pharmaceutical Society). Mr. Castle said the shop premises at which the two offences were said to have been committed had been taken over by a new owner—"a very respectable woman"—and the Society now wished to terminate proceedings. The summonses alleged illegal sale of a Part 1 poison, namely meclozine hydrochloride, contained in Sea Legs, the sale not being made by an authorised seller of poisons, and illegal sale of that poison in the same preparation in a container not labelled in the manner prescribed under the Act.

Illegal Sales

SHOPKEEPER Benjamin Hazan, 15 Bury Place, Holborn, London, W.C.1, pleaded guilty at Clerkenwell court on September 3 to two summonses brought by the Pharmaceutical Society. He was granted on each an absolute discharge, and ordered to pay £5 5s. costs. Hazan, said to be of previous good character, pleaded guilty to selling a Part 1 poison, namely hyoscine hydrobromide, in Kwells, when he was not an authorised seller of poisons. He also admitted illegal sale of that poison in the same preparation in a container not labelled in the manner prescribed under the Pharmacy and Poisons Act, 1933. Mr. A. C. Castle, solicitor for the Society, said Hazan was not a registered pharmaceutical chemist. Dealing with the second summons, he said Hazan had failed to put his name and address on the container, which was sold to a lady representative of the Society. Hazan, said to speak mostly French, did not say anything in court. The magistrate told him: "There are strong mitigating circumstances in this case, mainly that you told the Society's representative that you did not know you had to put your particulars on these labels. If you are selling anything in your little shop that is taken through the mouth, look at it very carefully, and don't sell it if you have any doubts."

COMPANY NEWS

Previous year's figures in parentheses

MONSANTO CHEMICALS, LTD.—An unchanged first interim dividend of 2¼d. per 5s. share for 1964 is declared, less income tax, on the Company's Ordinary Shares. Net sales for the first six months totalled £12,249,899 (against £10,976,893 in the same period of 1963). Trading profit was £1,945,417 (£1,729,598) and income after estimated taxes, £479,499 (£400,674). The figures do not reflect the earnings of the company's Australian subsidiary which has operated at a rather lower level of profit compared with the first half of 1963. Messrs. E. A. O'Neal, jun. and R. K. Mueller, both directors of the American parent company, and Mr. I. C. Smith (managing director, Monsanto Europe), have accepted invitations to join the British company's board.

KIMBERLY-CLARK, LTD. — Mr. D. G. Croxon (managing director) has been appointed resident area director, Europe, for the international division of the Kimberly-Clark Corporation of the United States. Mr. D. Vidler (works director at Larkfield, Kent), has been appointed managing director of Kimberly-Clark, Ltd. As resident area director, Europe, Mr. Croxon will exercise full control of Kimberly-Clark's European operations, including marketing, sales and area development in Europe. The corporation's European marketing group, under the direction of Dr. C. E. Noble (marketing director, Europe), will be responsible to and assist Mr. Croxon in the new assignment.

F. W. BERK & CO., LTD.—Subject to audit, consolidated profits, after all charges except tax for the six months ended June 30, 1964, amount to £502,700 (£287,000). Tax is estimated at £276,000 (£136,000). Sales were £6·9 millions (£6 millions). Almost all activities of the group have contributed to the improvement in the profits. Whilst the increased level of sales is expected to be maintained in the second half of the year, some commodity profits may not recur and seasonal factors will tend to restrict profitability to below the level attained in the first half, the directors say. An interim dividend in respect of the year 1964 at the rate of 3½d. per share is declared. In the absence of unforeseen circumstances the board anticipates that it will be able to recommend a final dividend of sevenpence per share in respect of the year 1964.

BUSINESS CHANGES

CAUSEWAY CHEMISTS, LTD., have opened a pharmacy at 6 The Causeway, Chippenham, Wilts, the directors being Mr. Kenneth H. Cookson, M.P.S., and Sarah E. Phillips.

MR. J. C. HOLMES, M.P.S., has closed down his pharmacy at 2 Stoneham Road, Hove, and taken over the pharmacy of Mr. A. R. Moore, M.P.S., 107 South Farm Road, Worthing, Sussex.

MYLETO PRODUCTS, LTD., have removed to 11 Oakham Court, Preston, Lancs.

Appointments

HOWARDS OF ILFORD, LTD., have appointed Dr. A. E. Davies to a new position of research planning and intelligence manager.

JOHNSON, MATTHEY & CO., LTD., 73 Hatton Garden, London, E.C.1, have appointed Mr. G. G. Robson manager of their export division.

ELI LILLY INTERNATIONAL CORPORATION have appointed Mr. R. A. Johnson assistant treasurer of the company. He holds that position in addition to his present office of director, financial operations, in the London branch.

GILLETTE SAFETY RAZOR CO., LTD., have appointed Mr. P. Oliver their general sales manager in place of Mr. A. Lothian who will head a newly formed department for a training and sales advisory service.

NEW COMPANIES

P.C.=Private Company. R.O.=Registered Office

D. S. AITKEN (CHEMISTS), LTD. (P.C.).—Capital £10,000. To carry on the business of chemists and druggists, etc. Directors: David S. Aitken, M.P.S., and Sylvia K. Aitken. R.O.: 100 Cubbington Road, Leamington Spa.

BRUNSWICK HEALTH & SCIENCE, LTD. (P.C.).—Capital £3,000. To manufacture and deal in surgical, scientific and veterinary supplies, equipment, etc. Subscribers: Charlotte M. Coyle, 5040 North Monticello Avenue, Chicago, Illinois, U.S.A., and Pearl Wilinkin. Solicitors: Baker McKenzie & Hightower, Crompton House, London, W.C.2.

D. R. CECIL JONES & SON, LTD. (P.C.).—Capital £2,000. To carry on the business of chemists, etc. Directors: David R. C. Jones, M.P.S., and Margaret B. Jones. R.O.: Glyn Pharmacy, High Street, Glynneath, Neath.

GRAMSHAWS (DRUG STORES), LTD. (P.C.).—Capital £100. To deal in chemicals, drugs, etc. Subscribers: S. Feldman and B. Matz, 149 Hanover Road, N.W.10.

HAVERING CHEMISTS, LTD. (P.C.). — Capital £1,000. To carry on the business of wholesale and retail chemists, etc. Directors: Albert Taylor, M.P.S., John E. Davey, M.P.S., Muriel V. Davey and Winifred K. Taylor. R.O.: 102 Peterfield Avenue, Harold Hill, Romford, Essex.

IDRIS M. DAVID & CO., LTD. (P.C.).—Capital £100. To carry on the business of chemists, etc. Directors: Leighton H. David, M.P.S., and Joan E. David. R.O.: 14 York Place, Barry.

JEFFERY'S (CHEMISTS), LTD. (P.C.). — Capital £100. To carry on the business of chemists and druggists, etc. Subscribers: Shirley Hart and Averill Hart. R.O.: 152 Lord Street, Southport.

JOHN H. MATHER, LTD. (P.C.). — Capital £100. To carry on the business of wholesale or retail chemists, etc Subscribers: Dora G. Grigston and Gerald S. Elliott, C.A. R.O.: 74 High Street, Godalming, Surrey.

KAYAK CHEMICALS, LTD. (P.C.).—Capital £100. To carry on the business of importers and exporters of chemicals, etc. Subscribers: Elsie Barton, Olive Fitzgerald and Amos J. Fitzgerald, 53 Birchfields Road, Manchester, 13.

LETHAM CHEMICAL SERVICES, LTD. (P.C.).—Capital £100. To deal in chemicals, etc. Directors: Frank Gardiner and Aileen Galligan. R.O.: 180 Fleet Street, London, E.C.4.

MI-DOX, LTD. (P.C.).—Capital £1,000. To carry on the business of manufacturers of chemi-

cal products of all kinds, etc. Subscribers: R. H. Dixon and A. G. Staplehurst, 4 Throgmorton Avenue, London, E.C.2.

MODEL BEAUTY PREPARATIONS, LTD. (P.C.).—Capital £1,000. To deal in cosmetics, etc. Directors: Francis C. Beven and Ivy A. Davis. R.O.: 20 Queen Street, London, W.1.

NATIONAL CHEMSEARCH (U.K.), LTD. (P.C.).—Capital £20,000. To carry on the business of manufacturers of and dealers in chemical substances and compounds, etc. Subscribers: Eugene Byrne and M. V. River R.O.: 1 Frederick Place, Old Jewry, London, E.C.2.

B. & H. O'REILLY CHEMISTS, LTD. (P.C.).—Capital £1,000. To carry on the business of chemists, druggists, etc. Directors: Bernard O'Reilly, M.P.S., and Helen O'Reilly. R.O.: 64-68 Camden High Street, London, N.W.1.

PARCOMBE, LTD. (P.C.).—Capital £100. To carry on the business of chemists and druggists, etc. Subscribers: Stanley H. Lucas and Francis A. Dean. R.O.: 6 Surrey Street, London, W.C.2.

PAREDGE, LTD. (P.C.).—Capital £100. Other details similar to Parcombe, Ltd.

PARFUMS DE SOISEL (U.K.), LTD. (P.C.). —Capital £100. To carry on the business of selling agents and consultants to the pharmaceutical chemical trade, etc. Directors: Brian G. Thompson and Michel P. Lagneau. R.O.: 15 Eastcheap, London, E.C.3.

EXPANSION PROJECTS

THE Pacific wharf, a 4½-acre-site adjoining their Stratford, London, E.15, works, has been acquired by F. W. Berk & Co., Ltd., The wharf lies on the Channelsea river, and its purchase will give the company nearly three-quarters of a mile of wharfage. The site is being utilised for new manufacturing plant and an acid storage tank farm.

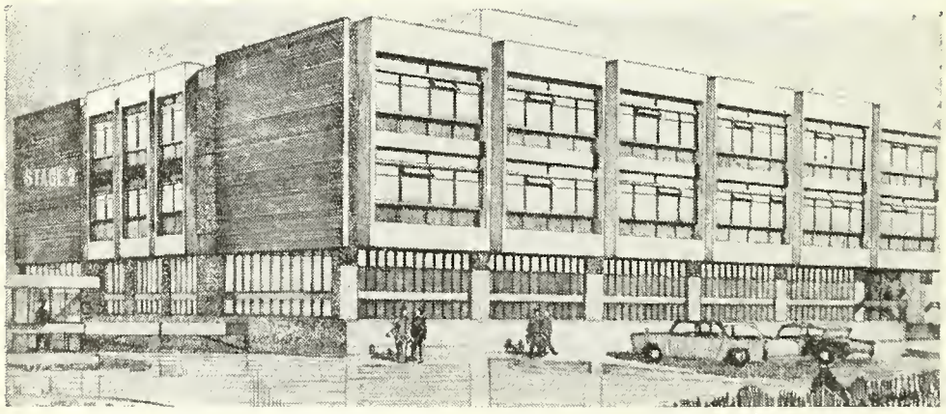
GLAXO Group, Ltd., have purchased Fulmer Hall, a Georgian property near Fulmer, Bucks, from Monsanto Chemicals, Ltd., for a sum believed to be about £100,000. Messrs. Glaxo intend to use the hall for pharmaceutical research. The previous owners had adapted the hall for research purposes; they have now consolidated those activities at their factories.

FURTHER details concerning the new phthalic anhydride plant to be built by Howards of Ilford, Ltd., at Stallingborough, Lincs (see *C. & D.*, August 15, p. 145), have been released by Laporte Industries, Ltd. (the parent company). They state that the design will be such that it will be capable of easy expansion up to 25,000 tons a year and operate the ortho-xylene process with facilities to interchange with the naphthalene process already operated at Ilford. The existing plant at Ilford, with a capacity of 6,000 tons a year, will be held as a reserve unit.

A £3-MILLION acetylene plant operating on the Wulff process is to be built by British Oxygen Chemicals, Ltd., at their Maydown works near Londonderry, Northern Ireland. The plant will have a capacity of 30,000 tons a year of acetylene and in due course will replace the company's existing calcium carbide plant. The raw material for the new Wulff plant will be naphtha, which will be brought in by sea to the company's existing jetty.

AN area has been cleared at the Luton site of Laporte Chemicals, Ltd., and construction of the Laporte group research laboratory is beginning there shortly. Scheduled for completion in about one year's time, the project is costing £155,000. Eventually the laboratory will employ a staff of about seventy. The group is also a shareholder in a new Japanese company, Nippon Peroxide Co., Ltd., which is to produce hydrogen peroxide by the autoxidation process of Laporte Industries, Ltd. The plant will be erected on a site at Koriyama in the prefecture of Fukushima adjoining the existing chemical works of Hodogaya Chemical Co., Ltd. (another shareholder).

BUSINESS AND PLEASURE: While on holiday in London with his wife and four children Mr. L. G. W. Logan, Superintendent of Government Medical Stores, Jamaica, visited Glaxo-Allenburys (Export), Ltd., and also toured the Allen & Hanburys factory at Ware. Seen with Mr. and Mrs. Logan and their children—Pamela, Tony, Glenn and Marlene—are left, Mr. S. C. Webster, Glaxo-Allenburys representative in Trinidad, and Mr. D. S. Driscoll of Glaxo-Allenburys (Export), Ltd.



BUILDING FOR RESEARCH: An artist's impression of how a new £370,000 research building by Pfizer, Ltd., at Sandwich, Kent, will look when completed at the end of 1965. It is the first stage of a three-stage programme which when completed will house most of the company's pharmaceutical research departments thus enabling the research being conducted in various locations at Sandwich to be centralised and at the same time allow the group to move into new areas of research work such as tropical medicine.

OVERSEAS VISITS

MR. R. C. B. King (overseas manager, Proprietary Perfumes, Ltd.), is leaving shortly on an extended tour of the Far East. While concentrating particularly on Japan, his trip will also include Shanghai, Saigon and Bangkok. The company's exports sales increased by 46 per cent. in the first thirty-two weeks of this year over the same period last year. Mr. King's task will be to expand those sales (worth over £2 millions last year) still further.

PERSONALITIES

MR. M. CRANE, M.P.S., North Shields, has passed the Inter. LL.B. examination (London University external).

MR. W. DOW, who has been with Kimberly-Clark for nine months as a salesman for their consumer division in Glasgow South, was selected to play for Scotland against the Australian touring team in two matches on September 9-10 and September 11-12. A right-arm seam bowler and also a batsman of some account, he was captain of Glasgow University team and got a blue.

MR. L. W. DAY, manager of the Gallowtree Gate, Leicester, branch of Boots, Ltd., has been appointed head of the company's staff training department at the Nottingham headquarters. Mr. Day joined Messrs. Boots in 1938 as an apprentice at one of the company's Middlesbrough branches. After war service he was appointed manager of the South Bank branch and later at Hull. In 1961 he joined the staff training department in Nottingham and was the first tutor of Boots pharmacists' business training scheme, which was introduced to provide potential branch managers with the necessary business knowledge. He took up his Leicester appointment in 1962.

MR. ARTHUR LITTLE, who is co-author of the book "Tablet Making," has retired after fifty years' service with Thompson & Capper, Ltd. (now one of the Eucryl group of companies), Liverpool. He joined Thompson & Capper when he left school, and became manager of their tablet department in 1940. When the company was expanding its interests in pharmaceutical machinery

through its associate company, Manesty Machines, Ltd., Mr. Little's wide experience was valuable in a consultancy capacity, and he greatly assisted in the development of the tableting machinery and processes. He was also the company's homœopathic expert. To mark Mr. Little's retirement, the directors of Thompson & Capper, Ltd., held a dinner in his honour at which twenty-nine of his colleagues, including the group chairman (Mr. H. E. Howard) and managing director (Mr. P. King), and Thompson & Capper's managing director (Mr. J. H. Thompson), paid tribute to Mr. Little, and wished him a happy retirement. Mr. Little was presented with a cheque by Mr. Howard.

MARRIAGES

BRAGG—LAMEY.—At St. Mary's Church, Appledore, Bideford, Devon, on August 27, Mr. J. H. R. Bragg, B.Sc., to Miss Rosemary E. Lamey, M.P.S., Appledore.

MILNES — SHERLOCK. — At the church of St. John the Baptist, Clayton, Bradford, Yorkshire, recently, John Milnes, M.P.S., Clayton, to Anne Sherlock, also of Clayton.

RATCLIFFE — ARROL. — At St. Paul's Church, Esholt, Shipley, Yorkshire, on September 2, Roderick Frank Ratcliffe, Great Horton Road, Bradford, a director of Ratcliffe Bros. (Honey), Ltd., to Jane Arrol, M.P.S., Station Road, Esholt.

DEATHS

BOWDAGE.—On August 25, Mr. Charles Ivan Hastings Bowdage, M.P.S., 26 Icknield Way, Tring, Herts. Mr. Bowdage qualified in 1916.

BRYSON.—On August 29, Mr. John Macfarlane Bryson, M.P.S., 178 Argyll Street, Dunoon. Mr. Bryson qualified in 1914.

HOWELL. — On August 12, Mr. Laurence Douglas Howell, M.P.S., 8 Gableson Avenue, Brighton, Sussex. Mr. Howell qualified in 1933.

HYDE.—On August 28, Mr. Wright Hyde, M.P.S., 655 Ashton New Road, Clayton, Manchester, 11. Mr. Hyde qualified in 1923.

LATTER.—On August 26, Mr. Henry Gerald Latter, M.P.S., 33 Albert Avenue, Crosshill, Glasgow, S.2. Mr. Latter qualified in 1959.

LEWIS.—On July 30, Miss Agnes Mildred Lewis, M.P.S., 60 Westhill Road, Kings Norton, Birmingham, 30. Miss Lewis qualified in 1922.

LOWES.—On August 15, Mr. Frederick Lowes, M.P.S., 78 Sunderland Street, Macclesfield, Ches. Mr. Lowes qualified in 1899.

McCULLOUGH.—Recently, after a brief illness, Mr. William J. McKinstry McCullough, M.P.S.N.I., Templepatrick, co. Antrim, aged forty-eight. Mr. McCullough was a well-known figure in South Antrim sporting circles, being a member of East Antrim Hunt Club and also of Massereene Golf Club. Mr. McCullough qualified in 1940.

REID.—On August 18, Mr. Gilbert Reid, M.P.S., 8 Dickson Street, Leith, Mr. Reid qualified in 1920.

RIPPIN.—Suddenly, on September 5, Mr. Edward Denis Rippin, managing director, E. V. Rippin & Son, Ltd., 639 Romford Road, Manor Park, London, E.12.

SCHREIBER.—On August 10, Mr. John Adolph Schreiber, M.P.S., 1889 Pershore Road, Kings Norton, Birmingham, 30. Mr. Schreiber qualified in 1927.

THOMASSON.—On August 14, Mr. Harold Thomasson, M.P.S., 1 Fifth Avenue, Heaton, Bolton, Lancs. Mr. Thomasson qualified in 1925.

TUCKER.—On August 26, Mr. William Theodore Tucker, M.P.S., 5 Leamington Villas, Longhurst Road, London, S.E.13. Mr. Tucker qualified in July 1902.

A NEW EDINBURGH PHARMACY

" Reluctant convert to self-selection "

PROOF positive of the effectiveness of open access layout allied to open vision presentation in pharmacy operation comes from Edinburgh where Mr. James Wood, M.P.S., confirms a most satisfactory increase in turnover. Describing himself as " a very reluctant convert to self-selection," Mr. Wood opposed modernisation for many years in his original premises at 38 High Street, Royal Mile, Edinburgh. No. 38 was a small enclosed-window, counter-service type of unit which enjoyed " the best side of the street " and did a substantial turnover in that historic part of Edinburgh. Corporation interest in securing the site was expressed over many years during which Mr. Wood refused to sell. Ultimately a large property was made available on the other side of the street and agreement was reached on terms. Transferring to No. 67 High Street (see *C. & D.*, August 22, p. 166), Mr. Wood decided that the time might be opportune to apply the principles of open-vision, self-selection advocated for so long by his many business friends and just as persistently turned down by himself.

Now he confesses that his friends were right and he was wrong. More interesting is the data provided by the transfer. It is unusual to have made available premises so closely located that any change in turnover must be credited wholly to the new type of shop layout. In this case the shops are directly opposite. The northern side, now involved, was always regarded as the poorer shopping side but apart from that aspect all other factors are equal. The new shop has two larger open-vision windows and a completely self-selection internal layout for the majority of goods other than prescriptions and the ranges normally counter-served.

Since the transfer was made all old customers have been retained in the new shop and those customers have increased their purchases quite substantially. Time and again shoppers have expressed surprise and said, looking at the open shelving " Oh, I did not know you sold that." Impulse buying of that type has resulted in a satisfactory upward trend of buying from older customers.

A view of part of the interior.

Turnover Increased

There has been a quite remarkable increase in turnover from overseas visitors and tourists. Such shoppers now enter the new open-vision shop and make straight for the walls. They help themselves and carry the merchandise to the cash counter at the rear. There has also been a useful increase in men's toiletry turnover. A " Men Only " section has been provided to the right front of the open-access shop. Previously there was a rather awkward stairway to premises above jutting into the retail selling floor. To convert an eyesore to advantage the protrusion was squared off and utilised as the backbone of an attractive toiletry for men section on completely open-access lines.

The ceiling has been treated in a dark blue which kills all vision above the illuminated stock walls. The exterior has been done in random stonework typical of the older type of treatment in the Royal Mile while the fascia has been done in slatted timber again in keeping with the atmosphere of the historic street.

TRADE NOTES

Discontinued.—Scott & Bowne, Ltd., 50 Upper Brook Street, London, W.1, have discontinued Pacquins Silk'n Satin hand lotion in polythene bottles; Vikelp and Fenjal creme-bath, trial size.

Available Packs. — Lasix, the new diuretic of Hoechst Pharmaceuticals, Ltd., Portland House, Stag Place, Victoria, London, S.W.1, is available as tablets in packs of fifty and 250, and ampoules in pack of five; not as stated on p. 231 last week.

Sole Distributors.—John Bell, Hills & Lucas, Ltd., announce that Fassett & Johnson, Ltd., 86 Clerkenwell Road, London, E.C.1, are now sole distributors in the United Kingdom for Frador, Lotil and Calypso. Orders should be sent to that company or handed to their representatives.

Bulk Supplies. — Printar Industries, Ltd., Brettenham House, Lancaster Place, Strand, London, W.C.2, offer bulk supplies of disinfectants and antiseptics including a series of "market and farm disinfectants" that have been approved for use under the Diseases of Animals Orders. The company also offers pine and aromatic disinfectants in 1, 5, 10 and 40-gallon drums.

New Appearance, New Taste. — Bengue & Co., Ltd., Mount Pleasant, Alperton, Wembley, Middlesex, announce that the appearance and taste of their product Gromidin is being changed from small, blue, sugar-coated tablets to larger, peach-coloured, lozenge-type tablets flavoured with aniseed. Each tablet still contains 0·25 mgm. of gramicidin for the treatment of Gram-positive oral infections.

Price Changes.—The following price changes, or new packs, notified by manufacturers were received too late for inclusion in this week's supplement to the QUARTERLY PRICE LIST:— Sulfex, 1 oz., 5s. Pernivit, 50, 4s.; 150, 11s. 6d. Pitressin, 6 x 0·5 mil, 8s.; 12 x 0·5 mil, 14s. 6d.; 50 x 0·5 mil, 54s. Parke, Davis & Co. adrenalin in oil, 6 amps., 7s. Elsewhere in this issue Lederle Laboratories, division of Cyanamid of Great Britain, Ltd., announce reductions in their prices for Achromycin, Aureomycin and Ledermycin products. The announcement gives a full range of old trade, new trade, and new retail prices.

Russian Camera Competition. — Among the winners of a competition organised by Technical & Optical Equipment (London), Ltd., 99 St. Martins Lane, London, W.C.2, distributors of Russian cameras for purchasers of the Cosmic 35 mm. camera was Mr. G. M. Teal, M.P.S., manager of Kettering Co-operative Chemists, Ltd., pharmacy, 57 Corporation Street, Corby, Northants. Ten first prizes were offered of a holiday in Russia. The trip includes a five-day Baltic cruise calling at Copenhagen, Stockholm and Helsinki, two days in Leningrad, visiting the factory where the Cosmic is made and three days in Moscow.

Package Deal.—Carter Bros., Glen Laboratories, Shipley, Yorks, announce a special reduction of 16s. 1d. on each parcel containing: 1 doz. Zono Therm-O-Wool; 2 doz. Bryst brewers' yeast tablets; 2 doz. halibut liver oil capsules, B.P., 100's; 1½ doz. Fullers earth cream, 1-oz. tins; 1½ doz. marshmallow and slippery elm drawing ointment, 1-oz. tins; 1 doz. vitamin B complex capsulettes; 2 doz. Barkoff cough syrup; and 1 doz. Osa-Dee glucose plus vitamin D, 1-lb. packs. If three parcels are purchased the reduction is increased by a further 6s. per parcel. The bonus scheme will be available until the end of February 1965.

Maintaining Prices.—The following companies have announced their intention of claiming exemption from the Resale Prices Act, 1964, for all of their products (except where stated):— ANDRE PHILIPPE, LTD., 71 Gowan Avenue, Fulham, London, S.W.6. COW & GATE, LTD., Guildford, Surrey (in respect of Cow & Gate infant milk foods). MAX FACTOR, HOLLYWOOD AND LONDON (SALES), LTD., 16 Old Bond Street, London, W.1. SCOTT & BOWNE, LTD., 50 Upper Brook Street, London, W.1. MORNY, LTD., Morny House, 201 Regent Street, London, W.1. GLAXO LABORATORIES, LTD., Greenford, Middlesex (all infant and invalid foods—Ostermilk, Farex, Casilan, Complan, Glucodin; all pharmaceuticals and antibiotic products; vaccines and veterinary preparations). SCHOLL MFG. CO., LTD., 182 St. John Street, London, E.C.1 (for Dr. Scholl's aids for the feet, Scholl elastic hosiery and all other products sold by retail).

Care of the Teeth.—A new film in colour "Ever Yours" spotlighting the care of the teeth is being shown at a series of dealer conventions held throughout Britain by the electrical division of Ronson Products, Ltd., Leatherhead, Surrey. The film introduces at one stage the Ronson Automatic tooth-brush and tackles the problem of the care of teeth in the modern world. Conventions are being held as follows:—September 17, Drift Bridge Hotel, Epsom; September 22, Bromley Court Hotel, Bromley; September 23, Kingfisher Rooms, Woodford; September 24, Caversham Bridge Hotel, Reading; September 28, The Plough, Northampton; September 29, Leofric Hotel, Coventry; September 30, The Bell, Leicester; October 1, County Hotel, Chelmsford; October 7, Grand Hotel, Hanley; October 8, Clarendon Hotel, Derby; October 12, Heathlands Hotel, Bournemouth; October 13, The Dragon, Swansea; October 15, The Royal Hotel, Cardiff; October 20, Grand Central Hotel, Belfast, Northern Ireland.

Christmas Showrooms

THE following have been notified for September 14-18:—

BOURJOIS, LTD., Grand Central Hotel, BELFAST, 1, Northern Ireland.

BRONNLEY & CO., LTD., Castle Hotel, TUNBRIDGE WELLS.

COTY (ENGLAND), LTD., Norfolk Hotel, BOURNEMOUTH.

The following have been notified for September 14-17:—

COTY (ENGLAND), LTD., Rougemont Hotel, EXETER, Maid's Hotel, NORWICH.

GROSSMITH & SON, LTD., Rougemont Hotel, EXETER, St. George's Hotel, LLANDUDNO.

SHULTON (GREAT BRITAIN), LTD., St. George's Hotel, LLANDUDNO.

The following have been notified for September 15 and 16:—

COTY (ENGLAND), LTD., County Hotel, DUMFRIES, Corporation Hotel, MIDDLESBROUGH.

JACKEL & CO., LTD., County Hotel, DUMFRIES.

Bonus Offers

NATHAN-LEE, LTD., Barrie House, London Road, Enfield, Middlesex. Assorted goods. 5 per cent. discount for cash.

FISONS PHARMACEUTICALS, LTD., Loughborough, Leics. Multivitamins, 30. 12 invoiced as 10. Minimum order of 6 doz.

TOBAL LABORATORIES, LTD., Queenborough, Kent. Antussin products. Twelve invoiced as eleven, minimum order 4 doz., until October 31. [Corrected note.]

CUXSON, GERRARD & CO., LTD., Oldbury, Birmingham. Sanoid Dusting Powder. Extra one per dozen on order of three dozen. Assorted orders of three dozen qualify for bonus terms.

SCHICK INCORPORATED (U.K.), LTD., New Pound, Wisborough Green, Billingshurst, Sussex. Schick Shavers. Extra 15 per cent. off five shavers, 10 per cent. off three shavers, 5 per cent. off two shavers.

HEATH & HEATHER, LTD., St. Albans, Herts. Multi-vitamin and mineral tablets. 12 invoiced as 9. Balm of Gilead cough mixture, catarrh pastilles, elderflower peppermint warming Essence. 12 invoiced as 11. Until October 31.

BAYER PRODUCTS CO., Winthrop House, Surbiton-upon-Thames, Surrey. Neophryn, Haphryn, Faringets. 14 invoiced as 12 on order for 4 doz. or more, 13 invoiced as 12 on order for 1 doz.

RADIOL CHEMICALS, LTD., 78 Upper Richmond Road, London, S.W.15. Aspellin, Radian or Radiol products (any combination and size) 10 per cent. Autumn display bonus on order value £3, excluding tax.

GEIGY PHARMACEUTICAL CO., LTD., Wythenshawe, Manchester. Desogen lozenges. Twenty-eight invoiced as twenty-four; fifty-eight invoiced as forty-eight; ninety invoiced as seventy-two; on standard parcels of those quantities.

THE BRITISH DRUG HOUSES, LTD., Graham Street, London, N.1. Multivite. 13 invoiced as 12 on order for 3 doz. 50 or 1 doz. 150. Orders for multiples of 6 doz. 50 qualify for 9 bonus and multiples of 2 doz. 150 qualify for 3 bonus.

CARTER BROS., GLEN LABORATORIES, Shipley, Yorks. Anduvite capsules. 14 invoiced as 12. Infurno massage cream. 39 tubes invoiced as 36. Until December 19. Special bonus of 16s. 1d. on an assorted parcel. Three parcels an extra 6s. per parcel. Until end of February 1965.

NEW PRODUCTS AND PACKS

PHARMACEUTICAL SPECIALITIES

New Presentation.—John Wyeth & Brother, Ltd., Huntercombe Lane South, Taplow, Maidenhead, Berks, are introducing a new presentation of Sparine on September 14. The pack is an ampoule containing 50 mgm. per mil in box of ten.

Vasopressin.—Sandoz Products, Ltd., 23 Great Castle Street, London, W.1, wish to point out that Syntopressin spray, a lysine vasopressin nasal spray, is available in a plastic squeeze bottle containing 5 mil solution of synthetic lysine vasopressin, 50 units per mil. It has a limited and specialised use for the control of diabetes insipidus and is a S4B poison.

Coronary Dilator.—Roche Products, Ltd., 15 Manchester Square, London, W.1, have introduced Pentrium, an anxiolytic and coronary dilator, combining the anti-anxiety action of Librium and the coronary dilating effect of pentaerythritol tetranitrate. The tablets, each containing 5 mgm. chlordiazepoxide and 20 mgm. pentaerythritol tetranitrate, are available in packs of twenty-five, 100 and 500.

DISPOSABLE PACK FOR VACCINE: The new Jexin ready-assembled disposable syringe unit now being used for the supply of Invirin-ol, the latest influenza virus vaccine prepared by Glaxo Laboratories, Ltd., Greenford, Middlesex (see *C. & D.*, August 29, p. 191). The unit is shown ready for use.

FOODS

Now With Lever Lid.—A new tin for humanised Trufood is being introduced by Trufood, Ltd. with a lever lid in place of the previous slip type sealed with adhesive tape. The change is being made because the lever lid gives a more efficient reclosure than any other type on a tin which must be opened several times a day for a week or more. There is, therefore, less risk of the milk powder becoming damp whilst in use in the home. In introducing the new tin the company has taken the opportunity of modernising the appearance of the pack. All the lettering is in white on a soft, slate blue and the copy on the front has been cut to give a cleaner, less cluttered look. The directions for using the product have been extended to include some references to the company's other products, sales of which are restricted to chemists. With the improved tin Trufood are also introducing a new measuring scoop designed particularly for the modern wide mouth feeding bottle making it possible to pour the powder directly into the bottle for mixing. The new tin and scoop will be brought into use so soon as stocks of the existing pack are exhausted.

COSMETICS AND TOILETRIES

Flavoured !—Described as the most revolutionary development in lipsticks for years, flavoured lipsticks are being introduced by Chesebrough-Pond's, Ltd., during October. Angel Face lipsticks are to be given titles such as "Orange Kiss," "Cherry Kiss," "Peppermint Kiss" and "Caramel Kiss."

A New Perfume.—A new perfume, *Fête*, by Molyneux et Cie. (Designs and Perfumes), Ltd., 63 Grosvenor Street, London, W.1, is described as "a young

and sophisticated scent, feminine, original and very much 1964." *Fête* is being launched in Britain on September 1 after an outstanding *début* in Paris, where it was awarded the *Coupe d'Or du Bon Goût Français* — a highly sought after distinction. *Fête* is presented in five sizes, each in slim fluted crystal bottle with gold filigree stopper. A special coffret size is also being marketed.

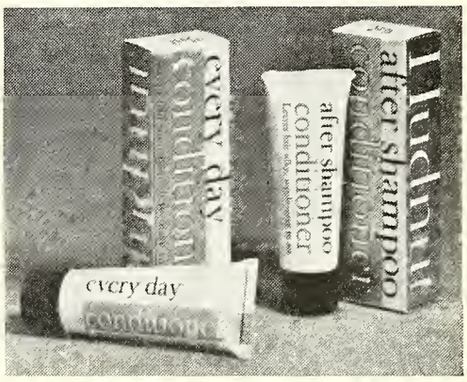
New Shades. — Rimmel, Ltd., 62 Baker Street, London, W.1, are introducing new shades for three of their products. Sweet Coral lipstick is described as a clear vibrant colour to complement Autumn fashion shades, Sable Silk is a new hair colorant shampoo which is said to enrich the colour of brown hair without adding red tones. Tiger Lily, the new shade of compressed powder, is a warm tone which is claimed to flatter every complexion.

Anti-wrinkle Cream. — Skin Dew cream by Helena Rubinstein, 3 Grafton Street, London, W.1, is claimed to be a new anti-wrinkle cream based on the specific properties of extracts of collagen. It is a complementary product to Skin Dew emulsion and has the same moisturising effect of that preparation with the added rejuvenating qualities of extracts of collagen. Pack is an attractive pink, gold and white carton and a white jar with pink cap.

Redesigned Container.—Sanoid brand zinc and starch dusting powder which was the first proprietary product of that type introduced some fifty years ago by Cuxson, Gerrard & Co., Ltd., Oldbury, Birmingham, has regularly been improved to keep it in line with both technological and packaging developments. The most recent change has been the adoption of a re-designed modern tin with a captive plastic sprinkler cap. The tin contains 6 oz. of powder.

New for Autumn.—Seven new pale eye shadow shades that flatter the eye are being introduced by Revlon International Corporation, 86 Brook Street, London, W.1. Described as Smoky Pales they are available in eye shadow stick and in eye Velvet. They comprise misted blue, "a soft, soft blue"; dove grey, "a whisper of grey"; smoky lavender, "shy, shy lavender"; pale pistachio, "hint of green"; tender taupe, "the gentlest brown"; and softly beige, "pale, pale, beige." Alabaster lustre is available in eye Velvet only—"a soft pearl lustre."

Conditioners. — Richard Hudnut, Ltd., Eastleigh, Hants, have introduced two new conditioners for the hair. Each comes in an attractive gold and white tube, lettered in black and packed in a near white, gold and black carton. Used on wet hair, after it has been shampooed, the shampoo conditioner



is said to give a really penetrating treatment, restoring natural oils to hair that lacks lustre. Every-day conditioner is designed for use between shampoos to make the hair shiny and easy to control.

SUNDRIES

Automatic.—Needing no reminders, the Memorie time-switch of Dreamland Electrical Appliances, Ltd., 30 High Street, Southampton, operates automatically day after day if required without adjustment. It switches on an electric blanket at any set time and switches it off after three hours without further adjustment. The switch is effective for Dreamland blankets and most other makes and models.

A Baby Protector from Switzerland.—Sole agents for the United Kingdom of the Swiss-made Bobaby protectors (triangle for babies, square for children) are M. O. Hartmann & Co., 187 Canongate, Edinburgh, 8, Scotland. Claimed the only product of its kind that is boilable. Bobaby is made of a synthetic fabric that does not absorb liquid; it "keeps baby dry and free from painful skin irritations"; saves work, cream and powder, and frequent changing, and may be boiled.

Correspondence

Letters when received must bear the name and address of the sender, not necessarily for publication. The Editor does not hold himself responsible for the views expressed.

Presentation to Mr. Knott

SIR,—Owing to unforeseen circumstances concerning the Conference Festival Club, the presentation to Mr. Eric Knott will take place at 36 York Place, Edinburgh, on September 17, at 9.0 p.m. instead of as previously notified. ERIC A. BROCKLEHURST,
Hull

Offers of Back Numbers

SIR,—I have some complete volumes and odd copies of the CHEMIST AND DRUGGIST also some Yearbooks, covering the period 1941–1951. If any readers are interested in these would they please get in touch with me as soon as possible. EDWIN S. RAWSON,
4 Fife Court, London, W.3

Those Nylons

SIR,—The question of selling nylon stockings in chemists' shops is obviously open to debate, as indicated by the letters you have already published. We would like to take this opportunity to put before business-minded pharmacists our point of view. History in pharmacy has shown that the chemist has gradually been forced by commercial circumstances to selling many lines over and above proprietary medicines and drugs, for example cosmetics, films, various toiletry and boudoir articles. Furthermore, he has been losing the sale of such items as herbs, toilet paper, household disinfectants, etc., to supermarkets and even grocery shops. Since the pharmacist must maintain a profitable interest in his shop, the selling of stockings provides him with a new source of turnover which is allied to his trade. Stockings are really a leg cosmetic, and chemists already selling them are extremely satisfied by the sales results. Generally speaking, pharmacy today is not static but active and alive to its customers' needs. The multiple groups of chemists have already taken the lead to maintain and increase their sales. The independent chemist can often only improve his dispensing service facilities by increasing his sales.

M. K. FRANKS,
Managing director, Sunarama, Ltd.,
London, N.W.11

Formation of a Company

SIR,—We have read with interest recent correspondence in your columns concerning the abolition of resale price maintenance. The oft repeated call for solidarity in the pharmaceutical profession is particularly heartening to a company such as ours, whose future is closely linked with that of the chemist. However, a recent letter advocating —and here we quote—" the formation of a company that would organise supplies of chemists' own tooth-brushes, stainless-steel blades, tooth-paste, slimming biscuits, hair cream, APC tablets, etc. . . ." strikes at the very roots of the distribution policy of companies such as Kent. To all intents and purposes the profession has its own supplier of tooth-brushes already—from Kent. Whilst tooth-brushes are only a small part of the pharmacist's business, they are of great importance to our livelihood. In this and any similar fields the measures Mr. Kitsberg suggests would probably only serve to drive companies like Kent into the welcoming arms of non-pharmaceutical outlets whose persistent advances have been stubbornly resisted so far. Mr. Kitsberg's proposals are no doubt worthy of serious consideration for certain product groups where no " Chemist Only " manufacturer exists. But this is not true of tooth-brushes. These are difficult times for pharmacists and solidarity of thought and action are essential. In such circumstances it is vital to know one's enemies. It is equally vital to know and recognise one's friends.

P. D. LEWIS, *Marketing manager,*
G. B. KENT & SONS, LTD.,
London, W.1

The Retailer's Dilemma

SIR,—The sale of nationally advertised goods does not represent the retail pharmacist's entire source of income but does represent a considerable proportion of it and so it is difficult to go on ignoring notices of " Cut Prices " emblazoned on the windows of neighbouring premises. The trend, I fear, will increase and presents pharmacists with further economic stresses at a time when overheads and salaries of staff have increased. As I see it, there are but two alternatives:—(1) Stop direct buying of such goods and push " chemist only " lines. This requires more time and effort, but denies us the benefits of displaying numerous goods and possibly drive some unconvinced customers elsewhere. (2) Join in organised cut-price warfare by bulk buying methods in an endeavour to compete more favourably. Such a method has little to commend itself, for unless it is well organised, it would lead to chaotic conditions, as neighbouring pharmacists would choose different goods to " cut," leading to customer confusion and colleague distrust. Organisation by a central body would be cumbersome and expensive to run and would have little chance of succeeding against the larger cut-price establishments with huge internal bulk buying potential and with premises situated in the best shopping centres in each area. There is no easy solution to the problem thrust upon us by a Government which so misguidedly precipitated the situation. The better policy, of course, would have been the establishment of fair profit margins right along the line from manufacturer to consumer under the protective umbrella of resale price maintenance. The criteria by which a business is judged by the public are its attractive appearance, the integrity of the owner, adequacy of stock and the efficiency of the staff, producing sufficient (albeit taxable) profit. As it does not appear to be the intention of the Government to encourage that happy state of affairs, it is urgent that pharmacists be given adequate Health Service remuneration so that they may perform their professional duties in the calm of financial security. To that end let us unite without the degrading entrance into cut-price warfare.

N. A. J. ANDERSON,
Portadown, N. Ireland

Informing the Society

SIR,—I have read with interest Mr. D. E. Sparshott's explanation of the reasons for the price cutting of razor blades by his company (*C. & D.*, September 5, p. 224). I note, also, the " holier than thou " attitude that, having been driven to this position by (among others) private pharmacists, the company informed the Society of their intentions. It would be interesting to know if they also informed the Society, that, in direct contravention of the Council's advice that self medication was not to be encouraged, they intended to offer a drug of addiction (namely tab. codeine co.), using the marketing methods similar to that employed for detergents, that is to say " 2s a bottle or save sixpence, three for 5s. 6d." E. J. COOPER,
Hitchin, Herts

A Basic Weakness

SIR,—Much as I abhor the action of Boots, Ltd., in their cutting prices for razor blades I feel more disturbed by the basic state of affairs hinted at in Mr. D. E. Sparshott's disappointing letter (*C. & D.*, September 5, p. 224), namely that some private chemists have also cut their prices of razor blades. This is just another manifestation of the weakness of our profession, that it is made up of a large number of members, too many of whom lack a common purpose and who see no responsibility to any but their own conscience and convenience, who live in their own little world and will not or cannot recognise the pressures bearing on them as competition intensifies. They accept professional discipline but will not accept economic discipline such as would be demanded by a common purpose and live their economic lives from day to day with little appreciation of the long-term effects of their " policies." There was much ado recently about the lack of leadership in the Pharmaceutical Society, yet if the National Pharmaceutical Union and Unichem, Ltd., for example, were given more active support, the private chemists could exert a powerful influence economically and would no longer feel that they were at the mercy of circumstances under which they have no control. Too many pharmacists are trying to go it alone, and many more will suffer until they realise that what is best for the profession as a whole is best for the individual proprietor in the long run. A. PARFITT,
Guildford, Surrey

The CHEMIST AND DRUGGIST

For Retailer, Wholesaler and Manufacturer

ESTABLISHED 1859

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28 Essex Street, Strand, London, W.C.2

TELEPHONE: CENTRAL 6565

Re-appraisal Required

THE Minister of Health has sent a questionnaire to Boards of Governors and Management Committees of hospitals asking for factual information on the staffing situation in pharmaceutical departments. Similar questionnaires have been sent out in the past but the present one is unique in that it asks for particulars about the turnover of staff. It might be taken as a welcome sign that the Ministry has at last recognised a situation about which the hospital pharmacists have been declaiming for some time and that the Ministry has decided that something must be done about it. The representatives of hospital pharmacists have been preparing a new salary claim for submission through the usual channels, a path that has so far yielded regrettably little result. If the usual myopic attitude is displayed towards the hospital pharmacists' claim then the result might well be an all-round percentage increase on the existing scales. That, whilst easing some of the injustices at present in hospital pharmacy, would not in our opinion make any real progress in dealing with the fundamental problem.

At the present time the pharmacist entering hospital service receives £761 a year, rising by yearly sums of £31 to £1,019. In other words it takes ten years to reach £1,000. It will be seen that the salary scale, besides beginning at much too low a level, is designed at too low a gradient to encourage those who would make the hospital service their career. An all-round increase of 10 or even 15 per cent. whilst bringing about some easement of the present situation would do little or nothing to make hospital pharmacy really attractive financially to young male graduates. The urgent need is not only for a considerable improvement in the basic salaries but also for improvements in career prospects so that those who aspire to senior posts can look forward to salaries comparable with those at present paid to other senior officers in the hospital service. An increase of 10 per cent. on the present maximum for a Category V group pharmacist would give a figure of £1,894 which, with the maximum group allowance, would be increased to £2,094. That compares in the very largest non-teaching hospitals with a maximum of £3,042 for the secretary, £2,667 for the deputy secretary and £2,772 for the finance and supplies officers. Moreover most of those officers reach their maximum in the short period of four years.

Unless the Minister of Health gives some directives to ensure the improvement of career prospects, previous experience of the Whitley Council procedure gives little hope of changing the present situation. Yet if it is not changed hospital pharmacy will wither and die because it is failing almost completely to recruit the male pharmacists who might reasonably be expected to fill the senior posts of tomorrow.

N.H.S. with a Difference

UNLIKE the United Kingdom's National Health Service, the cost of pharmaceutical services in New Zealand during the year ended March 31 showed a fall compared with the previous year. Two factors were responsible for the fall according to the Department of Health's annual report, namely the average cost per prescription at 10s. 1¼d., was a fraction lower than in the previous year and the number of prescriptions issued by doctors rose by only 0·75 per cent. despite the Dominion's population increase of 2·25 per cent.

The cost figure was based on the intake of prescriptions at the pricing offices and was not affected by the delays in pricing caused by the introduction of the metric system adopted on November 1, 1963. The average cost per head of population in New Zealand worked out at £3 1s. 11d. against £3 4s. 2d. in the year ended March 31, 1963.

The lower cost is described by the authorities as especially gratifying in view of the number of new and expensive items added to the Drug Tariff. They attribute the cause to the vigilance of the Division of Clinical Services to the question of drug prices; reductions having been negotiated with the manufacturers of broad-spectrum antibiotics (saving £400,000 a year) and oral penicillin V (saving more than £100,000). On the vexed question of proprietary medicine *v.* similar alternatives the report says "allowance is made for the fact that proprietaries may have advantages of elegance, acceptability or stability over similar preparations compounded by the chemist. If, however, the difference in price seems excessive, the matter is taken up with the company. If no satisfactory agreement can be reached, an 'Extra for Proprietary' (E.F.P.) charge may be imposed, in which the patient must meet the extra charge . . . which inevitably leads to complaints by patients." We can well imagine it would.

Onward from Galen

★ SCIENTISTS OF THE FUTURE ★

A HIGHLIGHT for many visitors to the annual meeting of the British Association for the Advancement of Science, held this year at Southampton, was a visit to the "science fair" staged in the lofty new building of the College of Technology. Here was no ordinary scientific exhibition, frequently attended by learned boffins explaining the intricacies of useless pieces of apparatus to groups of incredulous onlookers; rather it was a display that could instruct the layman yet still hold the interest of the expert. The exhibitors were scholars from secondary schools in areas covered by ten local education authorities in Dorset, Hampshire, the Isle of Wight, Sussex and Wiltshire, and their combined efforts had produced 138 exhibits, "illustrating the inventiveness and resourcefulness of several hundred enthusiastic young scientists." The subjects chosen were almost always extra-curricular—groups of fifteen- to eighteen-year-olds were even to be found explaining the theory of their demonstrations of chromatography and electrophoresis—but the way that the students had warmed to their tasks and their enthusiasm for putting their newly-

gained knowledge to good use, must have filled many older scientist visitors with unreserved admiration. Many stands would have held interest for the pharmacist, among them "extraction of an essential oil," being the preparation of lavender water, a model set-up for blood transfusion and many experiments and surveys in ecology. But their greatest surprise would surely be upon coming face to face with a collection of aspirators, tubing and conical flasks claiming to be "a small-scale penicillin-producing apparatus." On it, the proud inscription: "A small quantity of bacteria inhibiting substance was in fact obtained from this apparatus." Altogether, the fair may be said to have lived up to its organisers' hope that it would be "a witness for all to see that there is great hope for the future."

"OPEN SHOP"

An unscripted commentary on the special problems of the pharmacist in general practice

E. C. TENNER

HAVING scrupulously complied with the requirements of the Contracts of Employment Act, 1963, which came into force on July 6, I turned my attentions to the Offices, Shops and Railway Premises Act, 1963. According to the National Pharmaceutical Union's Guide for Retail Pharmacists: "It has been reported that most of the provisions of the Act will be brought into force on the first of August 1964". That date was also in the minds of several local firms that have approached me in respect of providing them with the required first-aid outfits and thermometers for their shops or offices. The August 1 deadline was also quoted to me by firms during July who wished to take my orders to fill my own and my customers' requirements. I gave my orders, but was still unsupplied in the middle of that month and consequently bedevilled by importunate inquirers. I elucidated from the N.P.U. Guide that the box "must contain first-aid requisites and appliances as described and in the quantities prescribed in Regulations which the Minister may make." My exasperated would-be supplier assured me that the boxes could not be delivered to me until the Minister had made up his mind how many bandages and plasters each should contain. Now a pharmacist has specialised knowledge of surgical dressings, and so I am sure each of us can fully appreciate the difficulties the Minister must have overcome before he could give his top-level decision. Meanwhile the shop and office workers waited patiently if not protected. Undoubtedly the delayed decision was finally a wise one and in the national interest. Anyway it must have been taken, as the boxes were delivered on August 15.

"Inducements"

The August N.P.U. Supplement reminds us all most opportunely that new medicines legislation is almost certain to be presented in the next Parliament. Your actions, fellow pharmacist, can either help or hinder the efforts of those striving to gain acceptance of the view that the sale of medicines should, in the public interest, be restricted to retail pharmacies. N.P.U. members will, we are sure, share our own view that there is no place in retail pharmacy for the application of "trial offer" or "free sample" merchandising methods to medicines. Almost by the same post Allen & Hanburys, Ltd., sent details of what was claimed as "the biggest ever two-way bonus on Haliborange tablets, involving the giving away of three weeks' supply free to purchasers of a family-size bottle." At the same I also received from Keldon, Ltd., notice of a special "9d. off" pack of Fru-vita and a silver-spoon coupon-scheme offer that extends until October 2. Offering such inducements for the promotion of the sale of medicinal products goes directly against my professional conscience. The Pharmaceutical Society and the National Pharmaceutical Union have both expressed my pharmaceutical principles, which brand both the offering of inducements and price-cutting as unethical behaviour. I quote again from the same N.P.U. Supplement: "By sticking to your principles now, you are helping to shape your own future and the future of retail pharmacy. You will be judged tomorrow by what you do today. It *is* almost tomorrow."

Both of the companies referred to have enough pharmaceutical experience to know that they are flying against the face of the pharmaceutical profession. For their own purposes they appear to be prepared to bring into pharmacies methods and means that are considered professionally undesirable. And this at a time when the face of pharmacy —and its nose—must be unimpeachably clean. The consolidated pressure of our opinions could bring about the withdrawal of both those unfortunate schemes. It is in our province to say what we will sell and what we will not. The occasion might well turn into the opening battle of a vital struggle to defend our principles and standards from the soul-destroying barrow-boy commercialism that has crept into so many shops and stores, and which must never be associated with pharmacy and the distribution of medicinal products.

Changes of Approach

My opportunity to write in these columns about once a month does make me inclined to look at least twice at changes that I observe in the products that I sell. This summer I have noticed two that have been "tarted up" to produce extra sales but have also involved considerable price increases. That sort of procedure might be considered a form of profiteering and in any case it devalues pharmacy in the public estimate. Both of the products I refer to were aimed primarily at the pockets of tourists and holiday-makers. The first one I noticed was 5-mgm. solution tablets of chloramine, B.P.C., which The British Drug Houses, Ltd., formerly packed to retail at 2s. 6d. per 100, recommending the use of one to a quart of water. Now they are labelled Aquaclene and sell at 5s. for fifty and are recommended one to a pint of water. I am concerned that Aquaclene should have been given special publicity by the N.P.U. joint display scheme. The other product is CIBA's Entero-Vioform tablets. The pack of twenty was listed at a retail price of 3s. The new pack of sixteen sells at 3s. 6d. It must not be taken for granted that manufacturers who have names that are household words will forever continue the policies we have associated with them in the past. Economic stresses and accountants may dictate changes to their boards of directors; but let us all examine changes so that any we should consider undesirable for ourselves are not dictated to us by others. Setting ourselves up as the nation's distributors of medicines, it is necessary that we discriminate professionally what we handle and distribute to the public.

Viewed with Regret

Talking of changes, I have just received a letter from Mr. W. Hyde Hills, telling me that John Bell, Hills & Lucas, Ltd., have joined the group of companies operated by the Nestle Le Mur Co. of New York. Expansion, improvement and further development of pharmaceuticals, toilets and cosmetics are promised. I see this change with nostalgic regret and, I am afraid, with apprehension that I shall not like all the changes. Time only can show whether British pharmacy is losing another tradition.

A GOLDEN OPPORTUNITY

A GUINEA'S WORTH of B.P.M. Products
FREE when you display this sales making unit. This unit:

- *Carries a voucher entitling you to your* ***FREE STOCK***
- *Enables you to enter a* ***SIMPLE COMPETITION***
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THIS IS OF VITAL IMPORTANCE TO YOU—

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(Hull & Grimsby) LIMITED.

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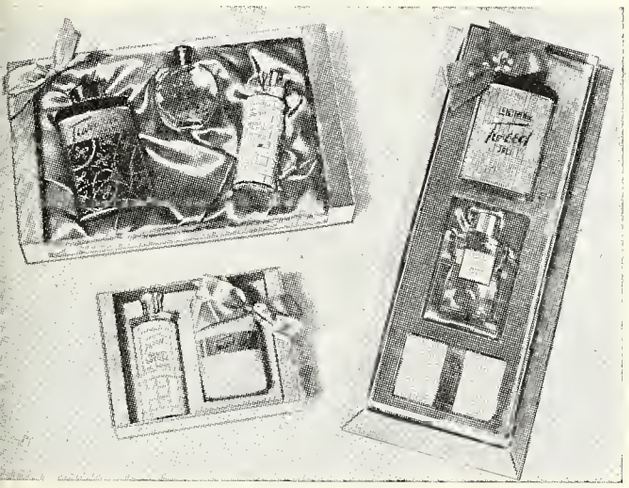
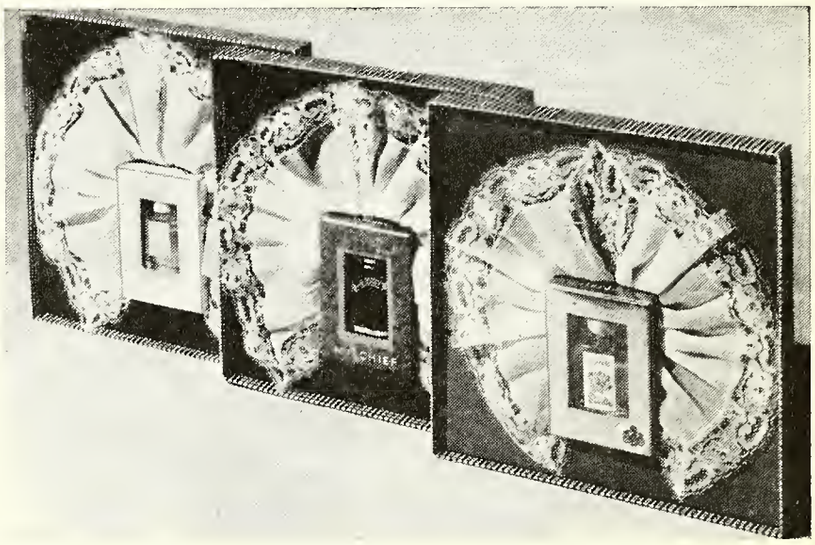
1

This year more than ever chemists will have to make their purchases of Christmas merchandise with an extreme of discrimination. To illustrate the whole range of choice open to them is obviously not possible. Representative examples from many manufacturers are shown to provide a basis of comparison.





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1	Abietsan	Bath salts in hand-painted transparent plastic decanter	206	8s 11d
2	Lentheric	Tiara miniature hand lotion, talc and bouquet Tweed hand lotion and soap Tweed bouquet, soap and talc	66406 16401 16407	26s 6d 9s 9d 9s 9d
3	Saville	Seventh Heaven, Mischief and June perfumes, each in transparent, lidded coffret with lace handkerchief	120	6s 9d
4	Abietsan	Rose, lavender or lilac bath salts in hand-painted clear plastic container	195	5s 3d

GIFT parade 1964

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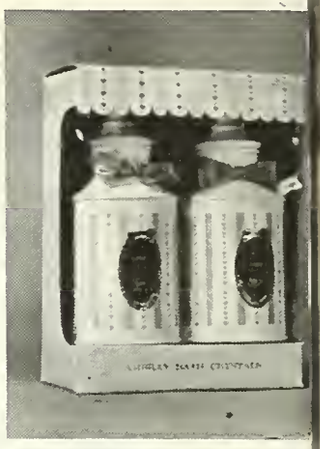
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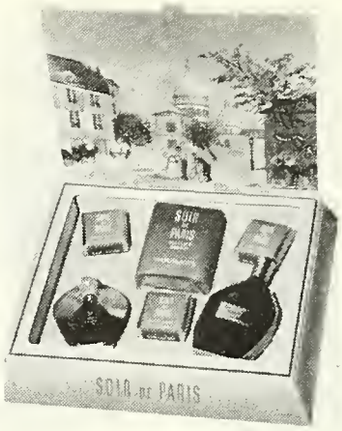

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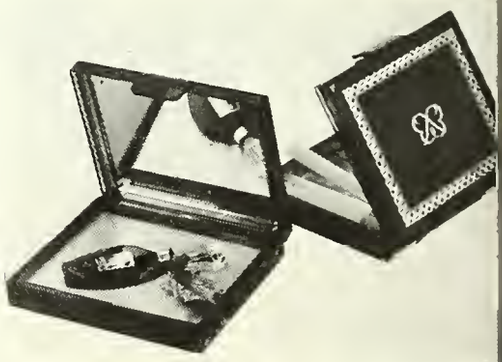
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5	Arden	Arden for Men after-shave lotion in ½-pint pewter tankard		84s 0
6	Holloway	Ambray Blue Rose talc and hand cream	189	6s 11
7	Holloway	Ambray Blue Rose bath crystals in jars	193	7s 6
8	Arden	Christmas tree "angel" containing Blue Grass miniature flower mist		9s 6
9	Beecham	Brylcreem gift "dispenser"		9s 0
10	Bourjois	Soir de Paris gift set containing Cologne, perfume soap and three bath cubes	C274	14s 6
11	Bronnley	Two-tone luxury soap in transparent square box		7s 6
12	Beecham	Bristow's Star spray in pottery container		13s 6
13	Bourjois	Soir de Paris cigarette/vanity case in tortoiseshell container, crystal stoppered bottle with holly motif	3304	8s 6

André Philippe

HRISTMAS GIFTS

The NEW Best Seller!

PLE BOTTLE BUBBLE BATH
perfumed with French Pine. Exceptional Value cceptable gift — In four delightful colours: Green · Bermuda Blue · Coral Red · Orange.
- per doz. 25% P.T. Retails **1/9**

GNE EAU DE TOILETTE and **LE BATH SET** Prestige Presentation, Christmas Gift, Fragrant and Refreshing t Set . . . .
4/- per doz. 25% P.T. Retails **7/11**

PIGGY BANK BUBBLE BATH

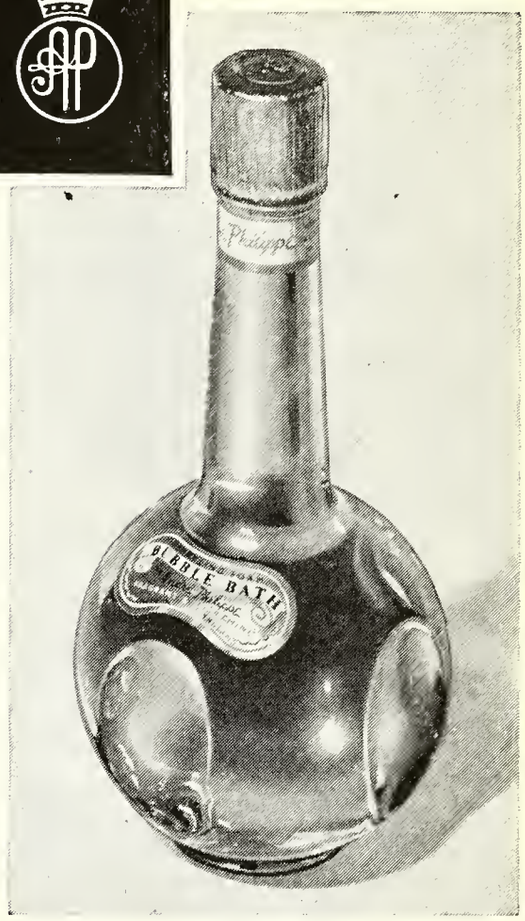
In four gorgeous colours: Emerald Green · Madrid Orange · Coral Red · Bermuda Blue

Attractive and elegant. Non-tarnishable gold cord with gold booklet. (Height 5", capacity 7oz. approx.) When empty holds 240 sixpences

No. 21 **27**/- per doz. plus 25% P.T. Retails **3/11**

A MUST THIS CHRISTMAS

SCENT SPRAYS
Best Ever Value!
All Gold Mounts with assorted Pink · Lavender and Blue Bulbs.
No. 26. **20**/- per doz. 25% P.T. packing 1 doz assorted.
Retails **2/11**



SWAN DIMPLE BUBBLE BATH
Fragrant and Refreshing
A most elegantly shaped bottle which when empty makes a useful Flower Vase.
No. 3. 6oz. **25**/- per doz. 25% P.T. Retails **3/9**

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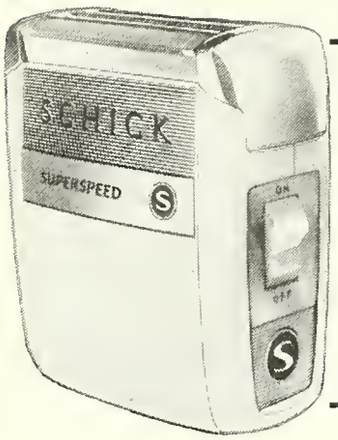
We shall be pleased to send you a complete price list on request



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Profit-boosting Autumn discounts

Extra 15% discounts off 5 shavers

•

Extra 10% discounts off 3 shavers

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Add this to your normal 27½% margin for sensational PROFITABILITY!

SHARPEST ADVERTISING!

Only Schick Electric could run this ad ! This dramatic new campaign puts Schick Electric in a class by itself, says 'Buzz off' to every other shaver. This intensive press support will run regularly from mid-autumn well into the Christmas selling season in the leading National Daily Newspapers.

Order now and take advantage of the special discounts!

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Order now and earn profits of up to 40% this Autumn and Christmas!

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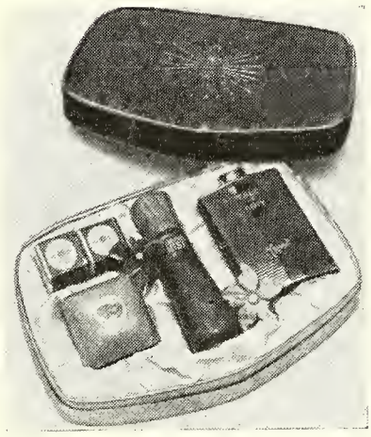

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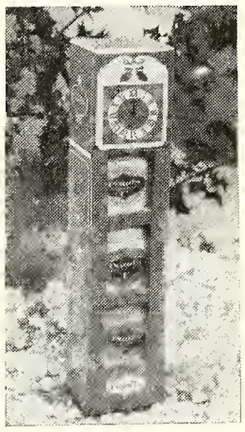

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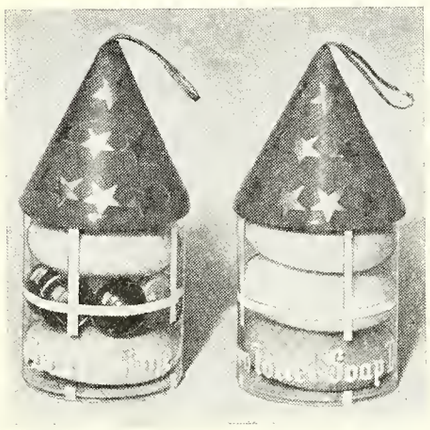

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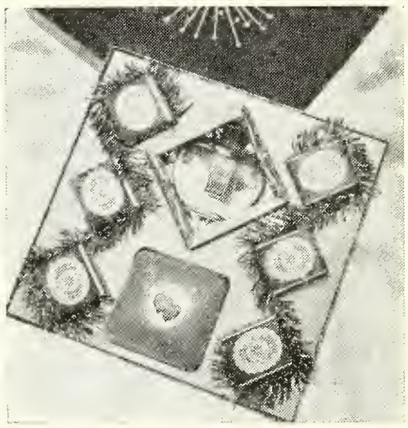

Chanel	Chanel No. 5 perfume and Cologne	2711	66s 0d
Jackel	Bathroom fleurette soap and flowers in decorative dish		15s 11d
Chesebrough	Cutex nail polish, oily polish remover, emery board, manicure stick and cotton wool in " wedge " set as tree present		4s 10d
Coty	Handbag pochette containing wild honey cream powder, lipstick (tulip pink/magnet red/sweet tangerine)	P01	10s 9d
Coty	Measured Mist perfume, talc, bath soap and two bath cubes. In silk lined box	R11	31s 6d
Chesebrough	Ponds cold cream, foundation cream and dry skin cream in " Grandfather Clock "		5s 9d
Chesebrough	Spray 'n Stay hair set and conditioner in lantern pack		12s 6d
Cullingford	Twenty-two bath gems (four colours, two perfumes) in brandy glass		10s 6d
Cullingford	Guest soaps and bath gems Guest soaps in lanterns for hanging		4s 9d 2s 6d
Coty	Eau de Toilette and matching soap and bath cubes (L'Armont, Muguet and Chypre)		15s 9d

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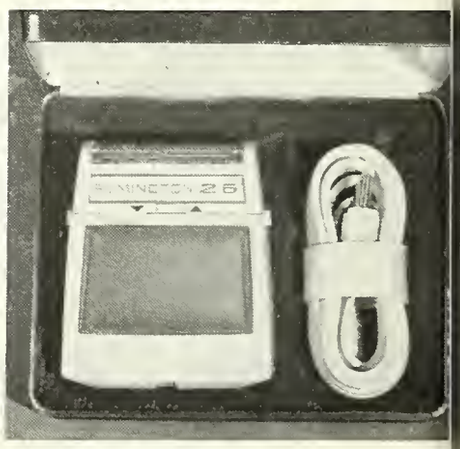
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24	Curtis	King's Men after-shave lotion, pre-electric shave, Cologne and talc in single, double or triple packs		7s 6 57s
25	Factor	Factor for Men Foursome Cologne, hair dressing, shampoo and after-shave		9s
26	Factor	Miss Modern vanity bag containing compact, lipstick, Pan-stik and cake mascara		18s
27	Factor	Electrique presentation set (dusting powder, perfume, bath oil and Cologne)		29s
28	Floris	Handbag perfume in transparent drum to hang	43	14s
29	Floris	Shaving-soap bowl and matching after-shave in packing crate	89	25s
30	Gillette	Slim-Twist razor set (shaving brush and lather shaving cream)		15s
31	Remington	Remington 25 de luxe electric razor in presentation case	standard	£10

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AT 12 FOR THE PRICE OF 10

	FENOX DROPS	FENOX SPRAY	STREPSILS
6 dozen (assorted* if desired)	16/8 doz.	20/- doz.	13/11 doz.

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3 dozen (assorted* if desired)	18/4 doz.	22/- doz.	15/3 doz.

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NOW

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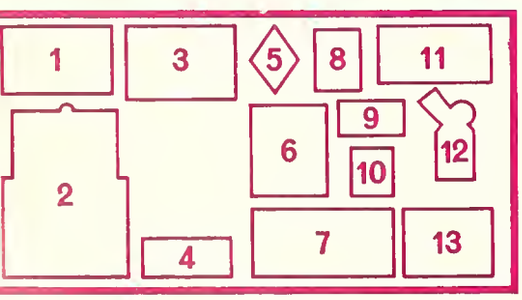
...better order now!



1 C327 · Ashes of Gardenia Cologne, 2 Bath Soaps, film wrapped · 6/6

2 C274 · Soir de Paris Cologne, 4 Bath Cubes, 2 Soaps: with art lid · 11/3

3 C286 · Premier Muguet Perfume, Cologne, 3 Bath Cubes: with sliding acetate lid · 12/-

4 C290 · Soir de Paris Cologne, 2 Soaps, film wrapped · 5/-

5 C269 · Soir de Paris Perfume Novelty for the Christmas tree · 5

6 C297 · Soir de Paris Cologne, bl necklace on satin tray: with acetate lid · 12/6

31 · Ashes of Gardenia Perfume, c, 4 Bath Cubes, film wrapped · 7/6

05 · 6 Fragrant film wrapped est Soaps in pastel shades · 2/6

44 · Ashes of Lavender, 4 Bath oes, 1 Bath Soap, film wrapped 0

10 3304 · Soir de Paris Vanity or Cigarette Case containing Luxury Perfume · 8/6

11 C272 · Soir de Paris Perfume, 3 Bath Cubes, 1 Soap : sliding acetate lid · 8/11

12 C257 · Ashes of Roses Talc, 1 Soap, film wrapped : with Greeting Card · 2/6

13 C249 · Ashes of Violets, Talc, 2 Bath Cubes, 1 Bath Soap · 4/-.

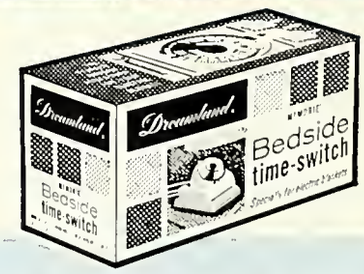
BOURJOIS LIMITED
2 OLD BOND ST, LONDON, W1

GET SET FOR A GREAT NEW WINTERTIME SELLER!

from *Dreamland*®

The 'MEMORIE' Time-Switch

First bedside Time-Switch specially made for the 10,000,000 electric blanket users in Britain



Dreamland's new 'Memorie' Time Switch does people's bedtime thinking for them. It automatically switches on an electric blanket (most makes and models) at any set time; switches it off after 3 hours, if the owner hasn't. It will then operate automatically day after day, week after week without further adjustment.

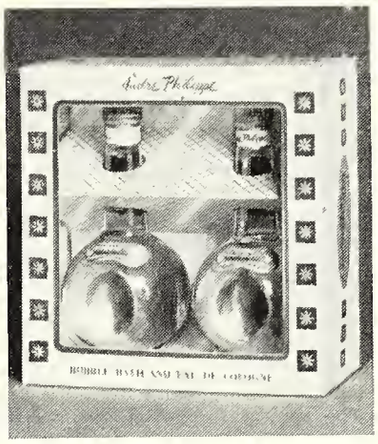
The 'Memorie' Time-Switch automatically sets you up for big new wintertime business—especially from gift-buyers and millions of people already sold on the Dreamland name. Remember, there are 10,000,000 electric blanket owners who will appreciate the 'set-it-and-forget-it' convenience and safety of the Dreamland 'Memorie'.

- Once set, need never be adjusted
- Operates automatically day after day
- Tells the time • Illuminated dial • Can operate two electric blankets. Fully safety approved. Retail price: only £4.9.6.

BACKED BY BIG ADVERTISING

Free showcards and consumer leaflets. Plus an intriguing promotional contest in over 200 local newspapers. Plus a prominent segment of Dreamland's massive national advertising.

Dreamland Electrical Appliances Ltd., 30 High St., Southampton. Tel: 27947. Makers of Dreamland 'Safety Seal' Electric Blankets



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GIFT parade 1964

Gray	Special Appointment skin perfume and bath essence	SA1	3Ss 0d
Philippe	Bubble bath and eau de Cologne		7s 11d
Guerlain	Chant D'Aromes eau de toilette, perfume spray, dusting powder and bath oil	G88	9 gns
Lentheric	Onyx travel-size after-shave lotion and chunky bath soap	96401	13s 0d
Gray	Midnight skin perfume and dusting powder in white silk-lined case	6 and 7	32s 9d
James Samuel	Mavala Scientifique Nailbuilder in box of Christmas crackers		18s 6d
Lentheric	Tiara bouquet in acetate gold-rimmed horseshoe	63SG	15s 6d

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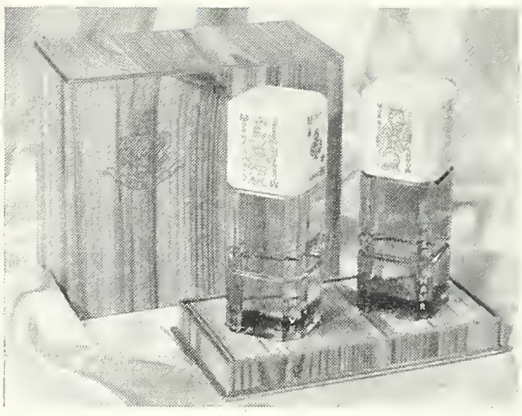

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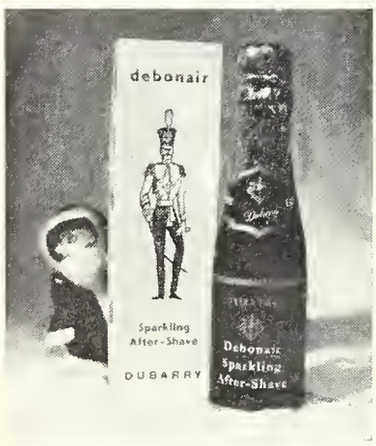

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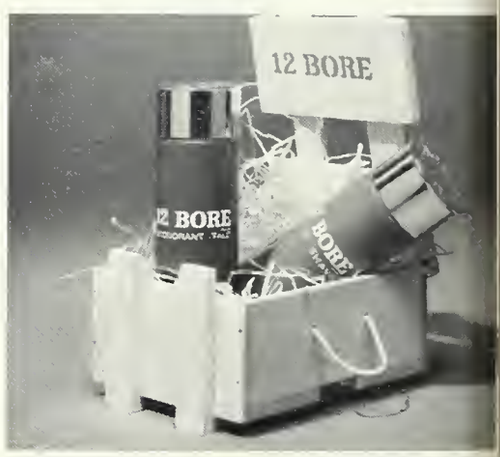

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39	Kodak	Set containing Instamatic 100 camera, Kodapak cartridge, Kodacolor-X film and 4 AG1 flashbulbs, Tagged: " Open me first "		119s 0d
40	Morny	Twelve bath salts tablets (assorted) in novelty case	653	6s 9d
41	Lancome	Magie perfume, eau parfume and guest soap in hanging lantern	XM427	17s 6d
42	Pifco	Twenty-Lites in box		28s 9d
43	Morny	Pre-shave, and after-shave in presentation pack	6754	28s 6d
44	Morny	Three assorted soaps in transparent wrap. Bath size Toilet size	654 649	7s 0d 4s 0d
45	Hudnut	Debonair after-shave lotion in Christmas military-figure pack		5s 9d
46	Pifco	Box of twenty-five Dinkylites		42s 4d
47	P5 & T	12 Bore talc and after-shave lotion in ammunition-box presentation		17s 6d

GROSSMITH

miner's

Fields

ROBERTS WINDSOR

Potter + Moore

ATKINSONS

Cussons

Cullingford of Chelsea

THERMOS
REGISTERED TRADE MARK

Outdoor Girl

Morny

BOURJOIS

POND'S

Saville

No 4711

STOCKING UP for Christmas?

Many big names with feminine appeal can be speedily supplied by The

Sangers Group

TS100

Massive autumn/winter/spring campaign in all leading women's publications from October to March continuously, whole and half pages.

- Research proves that Jergens hand lotion is enormously liked by women
- Now in three sizes at 2/11d, 4/11d and special "Classic Beauty" offer at 12/6d

REALLY BIG AUTUMN SELLING OFFER

Women love it and what it does for them

JZ

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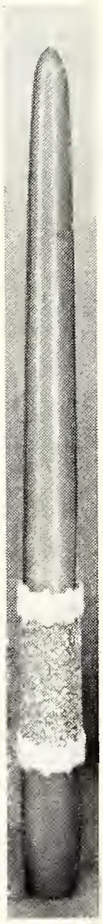

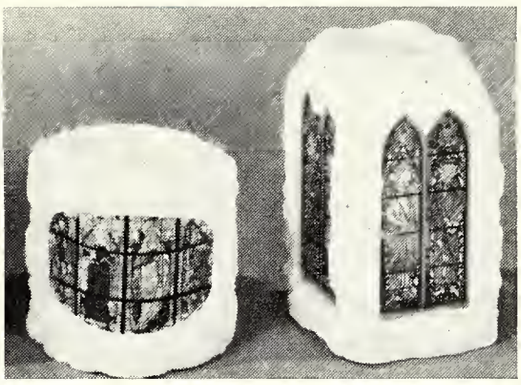

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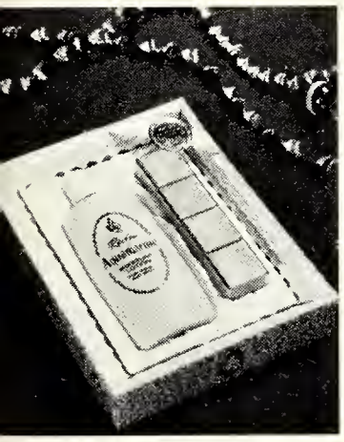

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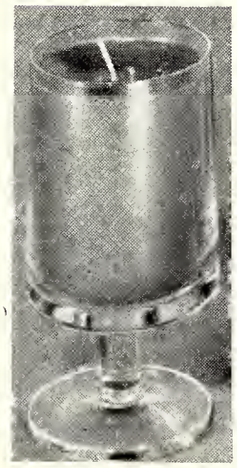

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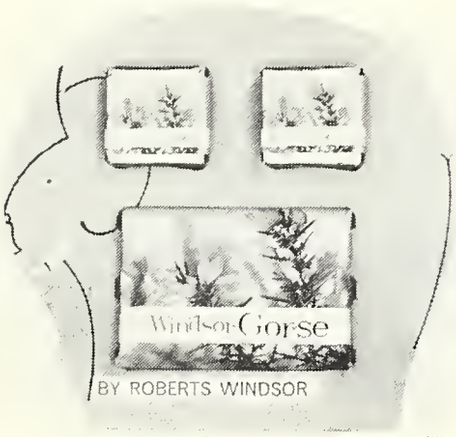
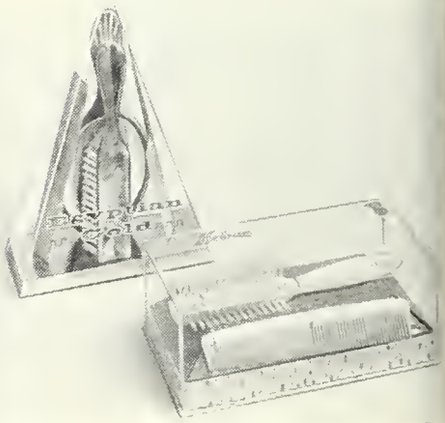
8	P & M	Six bath cubes in box (Gold Brocade, Apple Blossom, Blue Heaven or Spring Dawn)	141X	3s 0d
9	P & M	Three bath cubes, talc, soap, and deodorant (Apple Blossom, Blue Heaven, Gold Brocade or Spring Dawn)	G9	10s 6d
0	P & M	Perfume and skin perfume in hanging lantern	G14	16s 0d
		Lavender perfume	182X	6s 3d
1	Revlon	Intimate perfume candle		SSs 0d
2	Prices	Notre Dame and Cologne novelty candles		16s 0d and 8s 0d
3	Revlon	Aquamarine moisturising lotion and four bath cubes		13s 3d
4	Prices	Semi-light, aroma light in glass, and decorated crystal glow novelty candles		4s 0d, 10s 0d, 2s 8d
5	Reckitts	Corvette shaving bowl in sleeve;		7s 0d
		Corvette after-shave in sleeve		3s 9d





56	Roberts	Cut-out pink elephant bearing load of soap and two bath cubes to hang on tree as reserve present		2s 9d
57	Rubinstein	Apple Blossom skin perfume, dusting powder and hand lotion in spray bottle	849	30s 0d
58	Saville	Coffret containing June perfume and matching talc	G64	7s 3d
59	S & B	Tosca Cologne, hand cream, talc and bath cubes	9257	35s 0d
60	Shulton	Old Spice after-shave lotion, Cologne, hair cream, stick deodorant, body talc, after-shave talc, and toilet soap	3442	57s 6d
61	Spa	a Egyptian gold brush, comb, tail comb and mirror in triangular box		15s 0d
		b Helene brush, comb and tail comb, in acetate-lidded box		12s 6d
62	Abietsan	Flaroma bubble bath in plastic container		3s 11d
63	Gardner	Sprays in Limoges porcelain, three different shapes in assorted decorations	L/3	16s 11d
64	Dreamland	Dreamland 3-heat luxury electric blanket		93s 8d

Christmas Gifts

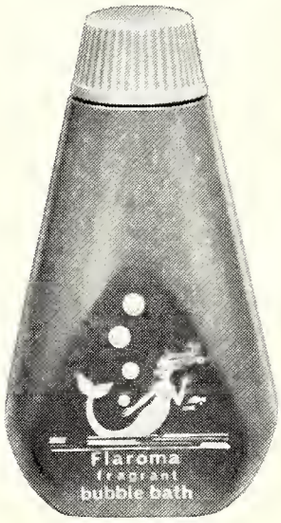
ABIETSAN *Presentations of*

BATH SALTS & BUBBLE BATH

cialists in
nd Painted
sentations

are always acceptable

41
UMED
H SALTS
ER CRYSTALS
d Painted
lower Vase
/11 each



No. B35 FLAROMA FRAGRANT BUBBLE BATH
in Elegant Plastic Container
3/11 each

No. B/100/4
FLAROMA CONCENTRATED BUBBLE BATH
in Elegant Hand Painted Miniature Glass Bottles
6/6 per box

No. 401
PERFUMED BATH SALTS
FEATHER CRYSTALS
in Hand Painted Plastic "Bunny" Container
3/4 each

No. B/100/12 FLAROMA CONCENTRATED BUBBLE BATH in Elegant Hand Painted Miniature Glass Bottles **1/8** per bottle

No. 195
PERFUMED BATH SALTS
FEATHER CRYSTALS
in Hand Painted Crystal Clear Plastic Decanter
5/3 each

No. 206
PERFUMED BATH SALTS
FEATHER CRYSTALS
in Hand Painted Transparent Plastic Decanter **8/11** each

No. B. 12
FLAROMA CONCENTRATED BUBBLE BATH
Pack of 12 Bottles
1/- each

300 PERFUMED BATH SALTS
HER CRYSTALS
nd Painted Miniature Bottles **5/11** per box

THROUGH YOUR USUAL WHOLESALER OR DIRECT

Made in England by:

THE ABIETSAN MFG. CO. LTD.

CONCORDIA WORKS · CARMICHAEL ROAD · LONDON S.E.25 · ENGLAND
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Specially designed to increase your take over the counter Stratton compacts have extra points that really do attract attention, increase sales and send up profits.

Show a Stratton Convertible. Your customers will appreciate the importance of the self-locking inner ring which holds all popular brands of solid powder firmly in place, making changing refills a quick and simple operation. Show them that all the metal parts on a Stratton Convertible are highly polished to a deep, lasting gleam—how all the surfaces both inside and out are protected by special lacquers exclusive to Stratton. Tell them that Stratton means elegance, craftsmanship and quality—they'll agree. Let them choose from the many designs and finishes in the popularly priced Stratton Convertible Range—they're sure to find the compact they'll want to buy.

Stock up with Stratton—they're the compacts with the extras that lift your sales. For extra impact show them on Stratton display stands—they're free! Order now from your usual wholesaler.

LAUGHTON & SONS LTD., WARSTOCK ROAD, BIRMINGHAM, 14.

ALSO MANUFACTURERS OF STRATTON MEN'S JEWELLERY

compacts by Stratton

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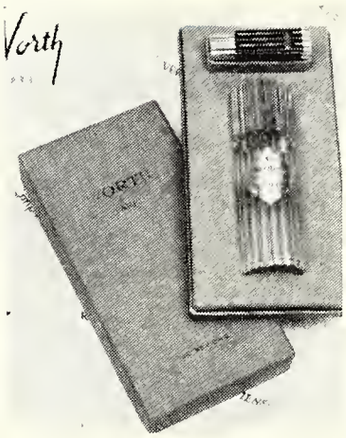

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5	Steiner	Pink Mink talc and Cologne coffret	PM3	16s	0d
6	S & B	Williams talc and after-shave	S50	9s	6d
7	Atkinson	Chantage talc, soap and two bath cubes; talc and bubble bath		7s 15s	0d 6d
8	Steiner	Blue Mink handbag perfume in lantern	BM5	5s	6d
9	Worth	Je Reviens Cologne and perfume in turquoise blue coffret	C2034	44s	6d
0	Yardley	Lavender spray mist with matching talc	1642S	21s	2d
1	Fields	French Flowers or French Moss talc, Cologne, soap and two bath cubes		10s	8d
2	Yardley	Yardley for Men hair-control lotion, after-shave lotion and Cologne	20426	19s	8d

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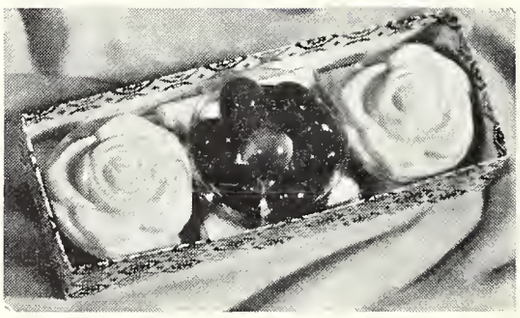
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73	Atkinson	À Toi talc, bath cubes, perfume and parfum de toilette in gift pack		50s 0d
74	Atkinson	À Toi and Chantage perfum de toilette and Gold Medal Cologne in self-display pack		42s 0d 39s 6d 37s 6d
75	Fields	Swan Lake talc and six bath cubes		3s 11d
76	Innoxa	Paris Mist talc Paris Mist skin perfume with atomiser pump	4602 4615	5s 9d 21s 0d
77	Foamair	" Foamatoy " Animal Land foam sponge teddy bear		2s 11d
78	Bourjois	Ashes of Roses talc, bath soap and two bath cubes		4s 0d
79	Cullingford	Seven bath gems and two rose soaps on tray		6s 6d
80	Philippe	Scent sprays		2s 11d
81	Cullingford	Noddy bubble bath in moulded polythene bottle with detachable head		5s 6d

EXTRA! EXTRA!

3d EXTRA PROFIT PER DISPENSER!

Order now in 24 x 5 Display Units

ONE OF THE BIGGEST TV CAMPAIGNS EVER FOR A RAZOR BLADE COMMENCING 1st SEPTEMBER LONDON, MIDLAND, NORTHERN AND SCOTTISH TV AREAS

SPECIAL FREE CHRISTMAS WRAPS FROM Spontex

EACH INDIVIDUALLY GIFT-WRAPPED AND EXTENSIVELY ADVERTISED

Hard-hitting advertisements in Radio Times, Good Housekeeping, Homes and Gardens, Weekend and Today, Reveille, Woman's Realm, Woman, Woman's Own and Ideal Home—will be seen nearly 15 million times!

STOCK UP NOW FOR HAPPY CHRISTMAS PROFITS

Order gift-wrapped Spontex from your usual supplier now while stocks last

SPONCEL LIMITED, 185 LONDON ROAD, CROYDON, SURREY. PHONE: MUNicipal 3241

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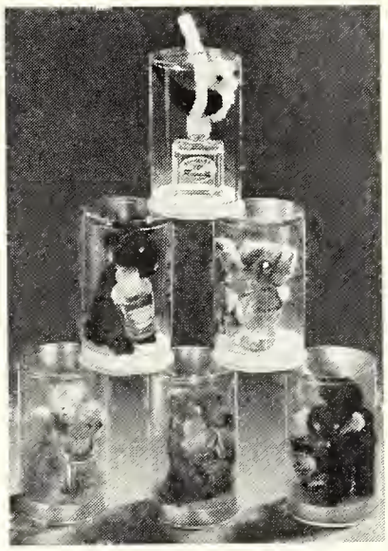
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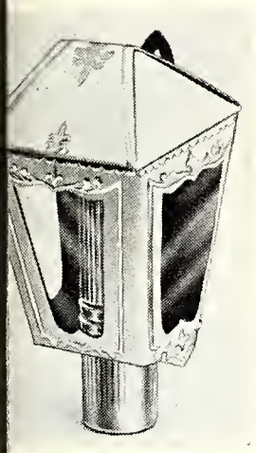

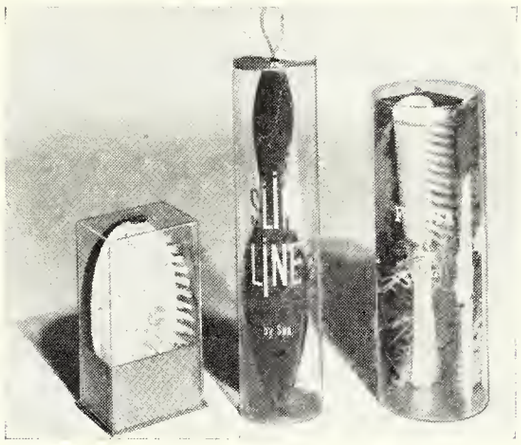
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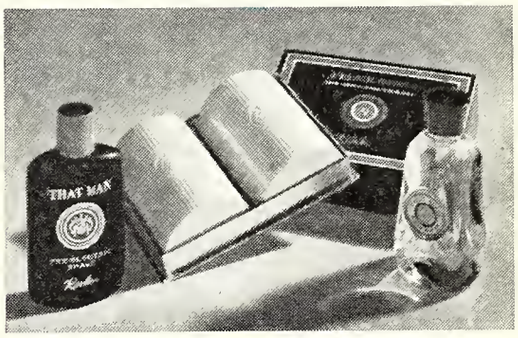

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Roberts	Various combinations of Roberts Windsor soap, talc, bath cubes, Cologne sticks and toilet waters in Fern, Gorse, Dianthus, and Lavender fragrances		5s 6d to 7s 9d
UCS	Florineige perfume with animal	631.400	5s 6d
Coty	Parfum de toilette (C'Aimant, Emerande, l'Origan, Chypre, Muguet, Paris). In transparent container for stocking or tree	025X	15s 9d
Revlon	Lustrous lipstick in hanging Venetian lamp	9408	10s 0d
Spa	Military and Slimline brushes; Fiesta hair brush, comb, comb/brush, clothes brush in acetate cylinder	454	15s 0d 6s 11d 9s 6d
Revlon	" That Man " pre-electric shave; after-shave; and two soaps in box		11s 6d 17s 6d 47s 9d
Hudnut	Dubarry beauty soap and two bath tablets; two beauty soaps and four bath tablets, both packs in Autumn Fern, Spring Morning or Bewitch fragrance		3s 0d 6s 0d
Chesebrough	Cutex pearl polish, polish remover, cuticle remover, emery board, orange stick and cotton wool in white plastic pochette		12s 6d

M-m-m! refreshing gift idea

New! Bright! Bath luxuries - just what you need to get things moving smartly in your gift trade!

SO 5 Plastic Peacock filled with six deliciously fragrant bath tablets, available in three colour combinations. 30/10 a dozen. P.T. 25%. Retail 4/6.

Sorella Bath Luxuries are ADVERTISED IN 29 NATIONAL JOURNALS!

Radio Times, T.V. Times, Woman, Woman's Own, Woman's Weekly, Woman's Realm, Woman's Mirror, The Lady, The Queen, Titbits, Woman & Home, My Home, Housewife, Modern Woman, Everywoman, She, Woman's Journal, Honey, Vanity Fair, Flair, Argus Women's Journals, Good Housekeeping, Town, The Tatler, Country Life.

SO 107 Coloured Apothecary Glass Jar in iridescent pink, blue or amber with gold label. Contains bubble bath powder. 51/5 a dozen. P.T. 25%. Retail 7/6.

SO 110 New! Charming Flower Bowl filled with 10 delicately perfumed bath tablets. 37/8 a dozen. P.T. 25%. Retail 5/6

SO 105 New! Trio pack of 3 miniature bottles of Champagne bubble bath. 30/10 a dozen. P.T. 25%. Retail 4/6.

SO 112 New! Handsome clear storage jar filled with fragrant feather bath crystals. 33/8 a dozen. P.T. 25%. Retail 4/11.

SO 115 Charming gift novelty. French poodle in black or white plastic filled with fragrant bath crystals. 33/8 a dozen. P.T. 25%. Retail 4/11.

SO 116 Cool cat in plastic (assorted natural colours) filled with subtly perfumed bath crystals. 33/8 a dozen. P.T. 25%. Retail 4/11.

SO 149 Amusing 'Tomboy' gift. Plastic vase filled with refreshingly fragrant bubble bath powder. 33/8 a dozen. P.T. 25%. Retail 4/11.

The famous Sorella Champagne Bubble Bath Range

Best-seller novelty, made up as Champagne bottle. Various sizes. 3 colours and perfumes. Standard size 39/5 a dozen. P.T. 25%. Retail 5/9. Other sizes: 1/6, 2/11, 8/3, 12/11.

MAKERS OF THE ORIGINAL CHAMPAGNE BUBBLE BATH.

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BATH LUXURIES

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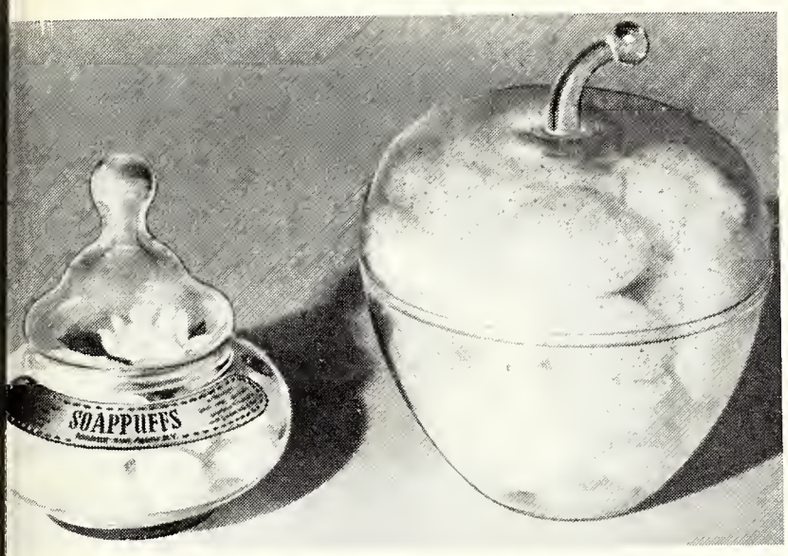

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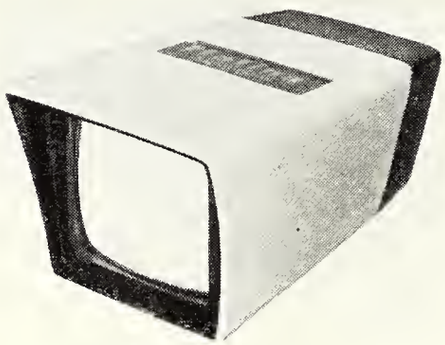

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0	Jackel	Soap puffs in apothecary jar Bouquaire cotton wool puffs in gold crystal tinsel apple		12s 6d 9s 11d
1	Coty	Talc and creamy skin perfume (l'Aimant, Muguet or Paris)	R6	18s 9d
2	Holloway	Ambray Blue Rose bath crystals in vase	205	2s 6d
3	Rubinstein	Tang after-shave lotion and close-shave foam in transparent cylinder		13s 6d
4	Reckitts	Bathjoys in Netlon wrap of six talc and six Bathjoys twelve assorted Bathjoys		2s 6d 5s 6d 9s 1d
5	Laughton	Three from the series		
6	Silber	Halina Ambassador viewer		19s 9d
7	Monogram	Automatic electric blanket		

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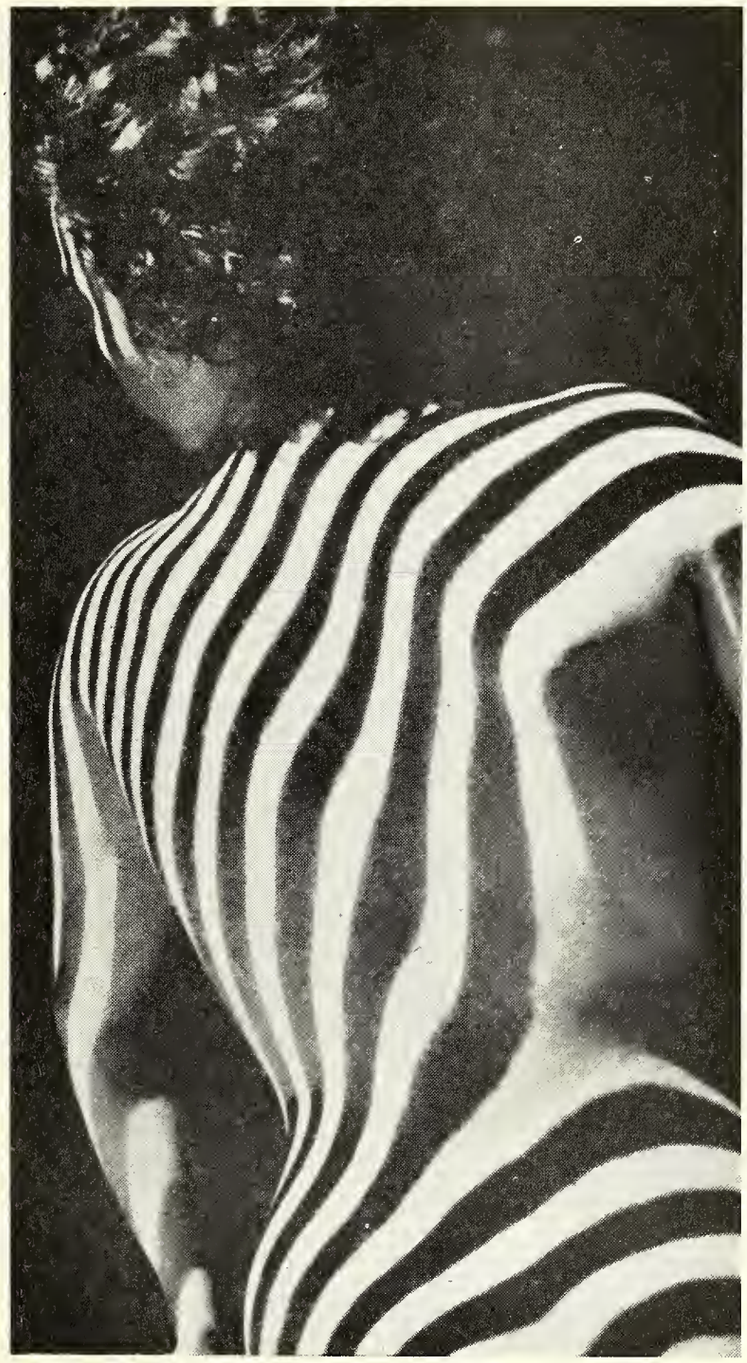
98	S & B	4711 eau de Cologne Fenjal creme-bath 4711 eau de Cologne talc		2s 3d 7s 6d 3s 6d
99	Bronnley	Ten soaps in snooker-ball set		19s 6d
100	Roberts	Toy train pulling load of Windsor soaps and bath cubes in matching fragrances. Suggested as gift for child to give to grown-up	W63	3s 9d
101	Saville	Mischief and Seventh Heaven perfumes window-pack presentation June perfume in standard and the sparkling star pack to hang on tree	700 & 800 22	4s 3d ea 6s 6d ea
102	Norton	Skittle money box of sesquicarbonate bath salts Apothecary jar of bath capsules; and Owl and Pussy-cat soap novelties with poem		3s 11d 15s 0d 6s 6d



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vitamin bath gelee with extract of horse chestnut

Now read how badedas will make money for you

It's quite unlike anything your customers have tried before • It contains plant oils, 5 skin vitamins, extract of horse chestnut • It cleanses deep, tones, invigorates all over • It foams – but it's not soap • It has the scent of a sunlit forest • Massive Continental sales *Prove* that customers come back for more and more.

Advertising breaks in October

Big colour and black-and-white advertisements in

Evening Standard Reader's Digest Town and Queen

Stock up to meet the demand!

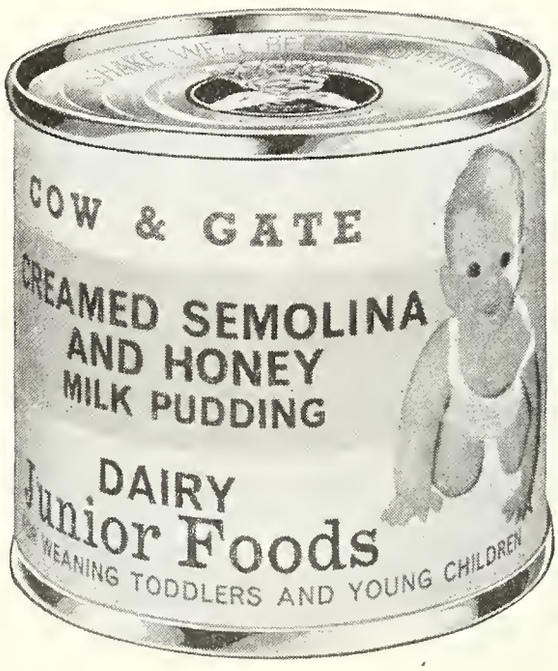
your profits come alive with **badedas**

SOLE AGENT FOR U.K.:- GEORGE SPENCER AND SON LTD., 1 KYNANCE PLACE, GLOUCESTER RD., LONDON, S.W.7. Tel: KNI 9778

The perfect foods for the growing child

Cow & Gate

Dairy Junior Foods



...**now** available in the **12** delicious varieties mothers have asked for.

As from October 1964 the **new** range of Cow & Gate Dairy Junior Foods will be backed by extensive sales stimulating full colour advertisements in the leading Women's and Nursing magazines. Be sure **you** can meet the demand we will create.

Attractive promotional material will be sent on application to Cow & Gate Ltd., Dept. 160, Guildford, Surrey.

Bonus of 1/- per case (of 2 dozen tins) on all orders received by **31st October**, 1964.

Order **now** direct or through your wholesaler.

6808T

Produced by the Makers of

COW & GATE MILK FOOD

The FOOD *of* ROYAL BABIES

TWELVE VARIETIES

CREAMED SEMOLINA AND
CARAMEL
MILK PUDDING

CREAMED SEMOLINA AND
HONEY
MILK PUDDING

CREAMED SEMOLINA AND
CHOCOLATE
MILK PUDDING

CREAMED SEMOLINA AND
APPLE
MILK PUDDING

CREAMED SEMOLINA AND
MANDARIN
MILK PUDDING

CREAMED
SEMOLINA
MILK PUDDING

CREAMED
TAPIOCA
MILK PUDDING

CREAMED
SAGO
MILK PUDDING

CREAMED
GROUND RICE
MILK PUDDING

CREAMED
BARLEY
MILK PUDDING

CREAMED PORRIDGE

EGG CUSTARD

FROM ALL CHEMISTS
6oz tins for only 9d

104

105

107

108

CCL	Woltz oval gift pack containing enamel and enamel remover		9s 6d to 13s 6d
	Tube pack of three enamels		10s 6d
Silber	Viceroy gadget-bag	large	55s 0d
		medium	45s 0d
		small	35s 0d
Dunlop	Cosimax hot-water bottle with velvety cover each supplied in a separate box		32s 6d
Molyneux	Le Numero Cinq dusting powder and eau de Cologne		40s 0d
Schick	Magna-Power electric razor		168s 0d
HHA	Ayeristocrat talcum and body lotion		29s 6d

109

110

111

112

109	J.S.	Cool Cat in plastic and filled with bath crystals French Poodle filled with bath crystals	SO116 SO11S	4s 1 4s 1
110	J.S.	Jar of bath salts		4s 1
111	Gnome	Auto classic projector with magazine and remote control lead		
112	Innoxa	Veneto skin perfume (large) in transparent box		17s 6

KEY TO MANUFACTURERS

ABIETSAN = Abietsan Manufacturing Co., Ltd., Concordia Works, Carmichael Road, London, S.E.25.

ARDEN = Elizabeth Arden, Ltd., 25 Old Bond Street, London, W.1.

ATKINSON = J. & E. Atkinson, Ltd., 17 Bessemer Road, Welwyn Garden City, Herts.

BEECHAM = Beecham Toiletry Division, Beecham House, Brentford, Middlesex.

BOURJOIS = Bourjois, Ltd., Queens Way, Croydon, Surrey.

BRONNLEY = H. Bronnley & Co., Ltd., 10 Conduit Street, London, W.1.

C.C.L. = Continental Cosmetics, Ltd., 88 Fonthill Road, London, N.4.

CHANEL = Chanel, Ltd., 2 Old Bond Street, London, W.1.

CHESEBROUGH = Chesebrough-Ponds, Ltd., Victoria Road, London, N.W.10.

COTY = Coty (England), Ltd., Coty House, 3 Stratford Place, London, W.1.

CULLINGFORD = Cullingford of Chelsea, Lunt Avenue, Aintree, Liverpool, 10.

CURTIS = Helene Curtis, Ltd., New Lane, Havant, Hants.

DREAMLAND = Dreamland Electrical Appliances, Ltd., 30 High Street, Southampton, Hants.

DUNLOP = Dunlop Rubber Co., Ltd., P.O. Box 151, Cambridge Street, Manchester, 1.

FACTOR = Max Factor, Hollywood and London (Sales), Ltd., 16 Old Bond Street, London, W.1.

FIELDS = J. C. & J. Field, Ltd., 225 Bath Road, Slough, Bucks.

FLORIS = J. Floris, Ltd., 89 Jermyn Street, London, S.W.1.

FOAMAIR = Foamair, Ltd., 21 West Ferry Road, London, E.14.

GARDNER = Gardner Co. (London), Ltd., 176 Clapham Park Road, London, S.W.4.

GILLETTE = Gillette Safety Razor Co., Great West Road, Isleworth, Middlesex.

GNOME = Gnome Photographic Products, Ltd., Caerphilly Road, Cardiff.

GRAY = Dorothy Gray, Ltd., Marshall Road, Hampden Park, Eastbourne, Sussex.

GUERLAIN = Guerlain, Ltd., 22 Aintree Road, Perivale, Greenford, Middlesex.

HHA = Harriet Hubbard Ayer, 63 Grosvenor Street, London, W.1.

HOLLOWAY = E. R. Holloway Sales, Ltd., Bessemer Road, Welwyn Garden City, Herts.

HUDNUT = Richard Hudnut, Ltd., Eastleigh, Hants.

INNOXA = Innoxa (England), Ltd., Innoxa House, 436 Essex Road, London, N.1.

JACKEL = Jackel & Co., Ltd., Shuna Place, Maryhill, Glasgow, N.W.

J.S. = Jean Sorelle, Ltd., 21 Turtle Road, London, N.4.

KODAK = Kodak, Ltd., Kingsway, London, W.C.2.

LANCOME = Lancome (England), Ltd., 14 Grosvenor Street, London, W.1.

LAUGHTON = Laughton & Sons, Ltd., Warstock Road, Birmingham, 14.

LENTHERIC = Lentheric, Ltd., 17 Old Bond Street, London, W.1.

MOLYNEUX = Molyneux et Cie (Designs & Perfumes), Ltd., 63 Grosvenor Street, W.1.

MONOGRAM = Monogram Electric, Ltd., Lincoln House, 296 High Holborn, London, W.C.1.

MORNY = Morny, Ltd., 22 Wadsworth Road, Perivale, Greenford, Middlesex.

NORTON = M. & R. Norton, Ltd., 9 Park Hill, London, S.W.4.

P&M = Potter & Moore, Ltd., Lavender House, Seymour Road, London, E.10.

PHILIPPE = André Philippe, Ltd., 71 Gowan Avenue, London, S.W.6.

PIFCO = Pifco, Ltd., Pifco House, Watling Street, Manchester, 4.

PRICE'S = Price's Candles (Distributors), Ltd., 87 South Lambeth Road, London, S.W.8.

PST = Phillips, Scott & Turner Co., St. Mark's Hill, Surbiton, Surrey.

RECKITT = Reckitt & Sons, Ltd., Sales Department, Hull, Yorks.

REMINGTON = Remington Electric Shaver, Ltd., 26 Kensington High Street, London, W.8.

REVLON = Revlon International Corporation, 86 Brook Street, London, W.1.

ROBERTS = Roberts Windsor, Ltd., 63 Grosvenor Street, London, W.1.

RUBINSTEIN = Helena Rubinstein, Ltd., 3 Grafton Street, London, W.1.

SAMUEL = James Samuel & Co., Ltd., 56 Fairfield Street, London, S.W.18.

SAVILLE = Saville Perfumery, Ltd., 16 Sackville Street, London, W.1.

S&B = Scott & Bowne, Ltd., 50 Upper Brook Street, London, W.1.

SCHICK = Schick Incorporated (U.K.), Ltd., New Pound, Wisborough Green, Billinghurst, Sussex.

SHULTON = Shulton (Great Britain), Ltd., Trevor House, 100 Brompton Road, London, S.W.3.

SILBER = J. J. Silber, Ltd., 11 Northburgh Street, London, E.C.1.

SPA = Spa Brushes, Ltd., Freeman Works, Chesham, Bucks.

SPONCEL = Sponcel, Ltd., 40 Chancery Lane, London, W.C.2.

STEINER = Steiner Products, Ltd., Harvist Mews, Harvist Road, London, N.7.

U.C.S. = U.C.S. (London), Ltd., Cardinal House, 39 Albemarle Street, London, W.1.

WOLTZ = Continental Cosmetics, Ltd., 88 Fonthill Road, London, N.4.

WORTH = Worth Perfumes, Ltd., 62 Grosvenor Street, London, W.1.

YARDLEY = Yardley & Co., Ltd., 33 Old Bond Street, London, W.1.

NEW BRITISH APPROVED NAMES

Supplementary list issued

THE following supplementary list of approved names has been made by the British Pharmacopœia Commission:—

Approved Name	Other Names
Actinomycin	Antimicrobial substances with antitumour activity produced by *Streptomyces antibioticus* and *Streptomyces chrysomallus*. Mixtures of specific substances are designated by a terminal letter (actinomycin C) or a terminal letter and number (actinomycin C_1) or a Roman numeral (actinomycin IV) (Sanamycin is actinomycin C)
Ametazole	3-(2-Aminoethyl) pyrazole (Betazole; Histalog is the hydrochloride)
Aminocaproic acid	6-Aminohexanoic acid (Amicar; Epsikapron)
Argipressin	8-Argininevasopressin
Azetepa	*P,P*-Di(1-aziridinyl)-*N*-ethyl-1, 3,4-thiadiazol-2-ylphosphinamide
Biphasic insulin injection	A suspension of insulin crystals in a solution of insulin buffered at *pH* 7. (Insulin Novo Rapitard)
Cephaloridine	7-[(2-thienyl)acetamido]-3-(1-pyridylmethyl)-3-cephem-4-carboxylic acid betaine (Ceporin)
Choline salicylate	Choline salt of salicylic acid
Chymotrypsin	An enzyme obtained from chymotrypsinogen by activation with trypsin (α-chymotrypsin Chymar; Chymo-Trypure. Present in Chymacort and Chymoral)
Colistin	A mixture of polypeptides produced by strains of *Bacillus polymyxa* (var. *colistinus*). (Colomycin is the sulphate and also the methanesulphonate)
Cyclothiazide	3-(Bicyclo[2,2,1]hept-5-en-2-yl)-6-chloro-3,4-dihydrobenzo-1,2,4-thiadiazine-7-sulphonamide 1,1-dioxide *or* 6-Chloro-3,4-dihydro-3-(bicyclo-5-en-2-yl)benzo-1,2,4-thiadiazine-7-sulphonamide 1,1-dioxide (MDi 193)
Dipenine bromide	2-Dicyclopentylacetoxyethyltriethylammonium bromide (HL267)
Flumethasone	6α,9α-Difluoro-11β,17α,21-trihydroxy-16α-methylpregna-1,4-diene-3,20-dione *or* 6α,9α-Difluoro-16α-methylprednisolone (Locorten is the pivalate)
Frusemide	4-Chloro-*N*-furfuryl-5-sulphamoylanthranilic acid (Lasix)
Glymidine	Sodium salt of 2-benzenesulphonamido-5-(2-methoxyethoxy)pyrimidine (Lyeanol)
Lypressin	8-Lysinevasopressin
Myralact	*N*-(2-Hydroxyethyl)tetradecylammonium lactate (Present in Ginetris)
Natamycin	An antibiotic produced by *Streptomyces natalensis* (Pimafucin, Pimaricin)
Neutral insulin injection	A solution of insulin buffered at *pH* 7. (Insulin Novo Actrapid)
Nicomorphine	3,6-Dinicotinoylmorphine
Phenprobamate	3-Phenylpropyl carbamate (Gamaquil; MH 532)
Poloxalkol	A polymer of ethylene oxide, propylene oxide, and propylene glycol (Present in Dorbanex)
Polygeline	A polymer of urea and polypeptides derived from denatured gelatin (Present in Haemaccel)
Polyoxyl 8 stearate	Polyoxyethylene 8 stearate (Myrj 45)
Polyoxyl 40 stearate	Polyoxyethylene 40 stearate (Myrj 52 and 52S)
Polysorbate 20	Polyoxyethylene 20 sorbitan monolaurate (Tween 20)
Polysorbate 40	Polyoxyethylene 20 sorbitan monopalmitate (Tween 40)
Polysorbate 60	Polyoxyethylene 20 sorbitan monostearate (Tween 60)
Polysorbate 65	Polyoxyethylene 20 sorbitan tristearate (Tween 65)
Polysorbate 80	Polyoxyethylene 20 sorbitan mono-oleate (Tween 80)
Polysorbate 85	Polyoxyethylene 20 sorbitan trioleate (Tween 85)
Propanidid	Propyl 4-diethylcarbamoylmethoxy-3-methoxyphenylacetate (Epontol; FBA 1420)
Propranolol	1-Isopropylamino-3-(1-naphthyloxy)propan-2-ol (Inderal is the hydrochloride)
Sorbitan monolaurate	Sorbitan monolaurate (Span 20)
Sorbitan mono-oleate	Sorbitan mono-oleate (Span 80)
Sorbitan monopalmitate	Sorbitan monopalmitate (Span 40)
Sorbitan monostearate	Sorbitan monostearate (Span 60)
Sorbitan sesquioleate	Sorbitan sesquioleate (Arlacel C; Arlacel 83)
Sorbitan trioleate	Sorbitan trioleate (Span 85)
Sorbitan tristearate	Sorbitan tristearate (Span 65)
Sulphomyxin	Penta-(*N*-sulphomethyl)polymyxin B (Thiosporin is the sodium salt)
Trimetazidine	1-(2,3,4-Trimethoxybenzyl) piperazine (Vastarel)

Prescribers' Press

What doctors are reading about developments in drugs and treatments

A POSSIBLE causal relationship between guanethidine and "collagen vascular disease" resembling polyarteritis nodosa which developed in three patients being treated with it is discussed by two workers at the Royal Victoria Infirmary, Newcastle-on-Tyne, and Queen Elizabeth hospital, Gateshead. Hypertension had existed in the patients for six, four and ten years, two received concurrent administration of other drugs, the third no other medication. (*B.M.J.*, September 5, p. 609).

THE antibacterial activities of lincomycin, an antibiotic isolated from a strain of *Streptomyces lincolnensis* and pristinamycin (pyostacine), a mixture of two antibiotics isolated from a strain of *Str. pristinæ spiralis*, have been compared with that of erythromycin by workers at the Postgraduate Medical School of London. They conclude that despite chemical differences, the activity, including partial cross-resistance, of lincomycin is similar to that of other macrolide antibiotics. Results obtained with pristinamycin were in keeping with its chemical similarity to ostreogrycin (an antibiotic obtained from *Str. ostreogriseus*). There was some cross-resistance with the macrolides, but of a low order. (*B.M.J.*, September 5, p. 603).

DR. J. J. Shipman, Lister Hospital, Herts, suggests in correspondence that at the present stage, since a proportion of carcinomas of the breast are known to be hormone-sensitive and as the hormones in question are known to cause occasionally an increased blood flow to the breasts in the premenstrual phase, it might be advisable to discontinue the use of oral contraceptives where carcinoma of the breast is suspected or proved. (*B.M.J.*, September 5, p. 629.)

RESULTS of a comparison carried out at Makerere University College Medical School, Kampala, Uganda, suggest that oral propicillin in the dosage used (500 mgm. on admission, then 250 mgm. six hourly) was an effective replacement for parenteral benzylpenicillin in the treatment of lobar pneumonia. (*Practitioner*, September, p. 328.)

CARISOPRODOL was found significantly superior to aspirin in producing general improvement in patients with periarthritis of the shoulder and with cervical spondylosis, in double-blind trial reported from Walton Hospital, Liverpool. No serious side-effects were encountered. (*Practitioner*, September, p. 331.)

THE convenience of an immunological pregnancy test (U.C.G., supplied by Denver Laboratories, Ltd.) in general practice is reported by a Twickenham and a Manchester practitioner. In ninety cases they obtained eighty-five accurate, one false positive and four false negative, results. On grounds of accuracy, simplicity and high stability of the reagents, the test is concluded to constitute a desirable diagnostic facility for the general practitioner. (*Practitioner*, September, p. 354.)

APPRECIABLE circumstantial evidence of a relation between the use of preparations containing dequalinium and the occasional development of an unusual type of necrotic lesion (particularly during treatment of balanitis) is reported in correspondence by three doctors, including the medical adviser to Allen & Hanburys, Ltd. (Dr. W. T. Simpson). They believe that such preparations should not be used in balanitis or circumstances in which the skin is occluded, pending further investigations. (*Lancet*, September 5, p. 531.)

N.H.S. STATISTICS

In BURY in 1963 Pharmaceutical Services cost £155,022 gross or £119,693 after deduction of patients' fees. 355,323 prescriptions were dispensed, about 20,000 more than in 1962.

TRADE REPORT

The prices given are those obtained by importers, or manufacturers for bulk quantities or original packages. Various charges have to be added whereby values are in many instances augmented before wholesale dealers receive the goods into stock. Crude drugs and essential oils vary greatly in quality and higher prices are charged for selected qualities.

LONDON, SEPTEMBER 9: Trading continued quiet in all sectors during the week. Most prices were scarcely tested and with a few exceptions remained at recent levels.

The B.P.C. grade of BENZOIN was still in short supply and values at the higher end of the scale for the gum have been marked up. Chinese and Brazilian MENTHOLS showed an easier tone. Among AROMATIC SEEDS, Moroccan CUMIN was firmer on the spot following a 2s. 6d. per cwt. rise in the replacement cost; CORIANDER was easier by 1s. 6d. per cwt. but Chinese FENNEL moved up 5s. per cwt. reflecting the tighter supply position in Indian material. PEPPERS were firmer as a result of the political situation in Singapore.

The price gap between CITRONELLA oil from Ceylon and that of Far Eastern origin narrowed during the week as the former fell by sixpence per lb. and the latter rose by ninepence or one shilling. Brazilian and Chinese PEPPERMINTS were marginally lower. English peppermint plants are currently being harvested in the South-east and the distillers believe that the warm, dry weather this season has suited the crop and a good yield of high quality oil should be obtained.

MERCURIALS are expected to rise in price shortly following a further increase of £5 per flask in the cost of MERCURY.

Pharmaceutical Chemicals

ACETIC ACID.—Per ton, in bulk; B.P.C. glacial £80 to £84; 98–100 per cent. £76 to £80. Technical 80 per cent. grades: Pure £70 to £74, technical, £64 to £68. Small lots B.P.C., 5-gall. demijohn, 16s. per gall.; 10 demijohns, 11s. per gall.

ACETYLSALICYLIC ACID. — One-ton lots, 4s. 0½d. per lb.; 5-cwt., 4s. 5d.; 1-cwt., 4s. 8d.

p-AMINOSALICYLIC ACID. — SODIUM, 17s. 6d. per kilo for 1,000-kilo lots.

CITRIC ACID.—Domestic powder in kegs, per cwt. 1–4 cwt. lots, 224s.; 5–19 cwt., 223s.; 1 ton, 222s. Crystals plus 10s. cwt. ANHYDROUS powder and granular plus 10 per cent. All less 7s. cwt. if in bags.

GALLIC ACID.—B.P., 10s. 9d. per lb. for 1-cwt. lots; 5-cwt. 10s. 6d.

GLYCYRRHETINIC ACID.—Per oz., 50s.

HYDROCHLORIC ACID.—B.P., 50s. per cwt. in carboys.

HYDROCYANIC ACID.—Dilute B.P.C. 1954, from 4s. to 4s. 7d. per litre, as to quantity; Schecles' from 4s. 9d. to 5s. 4d.

HYPOPHOSPHOROUS ACID. — B.P.C., 1959, 15s. 5d. per kilo; 50 per cent., 19s. 3d.

LACTIC ACID. — B.P. 4s. 5d. per lb. for 12-winchester lots and 4s. for 5-cwt. lots. Edible, 80 per cent. acid, 2s. 4d. per lb. for under 1-ton lots: 12–winchesters, 2s. 8d. per lb.

MANDELIC ACID.—One-cwt. lots, 12s. 6d. per lb. CALCIUM SALT also 12s. 6d. SODIUM MANDELATE, 13s. and AMMONIUM MANDELATE 50 per cent. solution, 7s. 6d.

OLEIC ACID.—B.P. grade, £186 10s. per ton. Small lots, 22s. 8d. per gall.

OXALIC ACID.—Manufacturers' rates for 1-ton lots, £132 per ton.

PHENOL.—Ice crystals in bulk, 1s. 4d. per lb. LIQUID, B.P., 1s. 9d. per lb. in 56-lb. returnable tins.

PHOSPHORIC ACID. — B.P. (s.g. 1·750) drums, 1s. 4d. per lb.; bottles from 4s. 7d.

PYROGALLIC ACID. — One-cwt. pure crystals, 24s. 6d. per lb.; resublimed 26s. 6d.

SULPHURIC ACID.—Ninepence to 1s. 2½d. per lb. in winchesters.

TARTARIC ACID. — (In kegs): 1-ton lots, 275s. per cwt.; 5–19 cwt., 281s.; 1–4 cwt., 284s. Bags 8s. cwt. less. Crystals 7s. per cwt. more than powder and granular.

Crude Drugs

ACONITE. — Spot, Spanish *napellus*, 2s. 8d. per lb.; shipment, 2s. 6d., c.i.f.

AGAR. — *Kobé* No. 1, 12s. 6d. per lb. in bond; September–October shipment, 12s. 3d., c.i.f. Spanish, 15s., duty paid, to arrive.

ARROWROOT. — St. Vincent from 1s. 3d. to 1s. 6d., as to grade.

BALSAMS. — Per lb.: CANADA: Spot 19s. to 23s. 6d. COPAIBA: B.P.C. grade, 9s. to 10s. PERU: Spot, 9s. 3d. TOLU: B.P., from 10s. 6d. to 27s. 6d.

BAY.—LEAVES, 1s. 9d. per lb., spot.

BELLADONNA.—HERB, 3s. per lb., spot. LEAVES, 3s. 3d., c.i.f. ROOT, 1s. 8d. per lb., spot; shipment, 1s. 7d., c.i.f

BENZOIN. — Sumatra block spot from £20 to £40 per cwt. as to quality. B.P.C. quality remains scarce.

CASCARA. — Spot, 235s. per cwt.; shipment, 220s., c.i.f.

CASSIA—*Fistula*, 105s. per cwt. landed; *lignea* (whole), for prompt shipment, 177s. 6d., c.i.f; selected broken, 167s. 6d., c.i.f.

CHILLIES. — Zanzibar, 240s. per cwt. spot; shipment, 215s., c.i.f. Mombasa spot, 160s.; shipment, 130s., c.i.f.

COCHINEAL. — Canary Isles silver-grey 22s. 6d. per lb., black brilliant, 28s., spot nominal. Peruvian silver-grey, 15s. 6d. per lb., spot.

ERGOT. — Portuguese, 10s. 6d. per lb. spot nominal; shipment, 9s. 9d., c.i.f. East European, 8s. 6d. and 8s., c.i.f.

GINGER.—(Per cwt.) African, spot, 320s. per cwt. Jamaican No. 3 spot, 600s.; September, 555s., c.i.f. Cochin for shipment, 370s., c.i.f.

IPECACUANHA.—Matto Grosso for shipment, 60s. per lb., c.i.f. and spot from 63s. to 65s., as to test. Colombian 65s. c.i.f.; spot, 67s. Costa Rican, 87s., c.i.f. and 93s. to 94s., spot, as to test.

KARAYA. — No. 1 f.a.q. gum, spot, 400s.; No. 2, 335s. per cwt.

KOLA NUTS. — African, 6d. spot and 5½d. per lb., c.i.f.

LANOLIN. — ANHYDROUS B.P. is from 1s. 10d. to 2s. 1d. per lb. in 1-ton lots delivered free drums.

LEMON PEEL.—Spot, 2s. 3d. per lb.; partially extracted, 1s. 6d.

LINSEED. — Whole, 72s. 6d. per cwt.; crushed, 110s.

LIQUORICE. — Natural root: Russian 65s. per cwt.; Anatolian, 60s.; Anatolian decorticated, 170s. Block juice: Anatolian, 210s. to 220s. per cwt.; Italian stick from 395s. to 460s. per cwt.

MENTHOL.—Chinese: spot, 24s. 6d. per lb., duty paid; shipment, 22s. 6d., c.i.f.; Brazilian, 19s. 6d. to 20s. 6d. as to brand, in bond and shipment, 19s. 6d. to 20s., c.i.f.

MERCURY. — Spot, ex warehouse £105 per flask of 76 lb.

PEPPER.—White Sarawak spot is 2s. 9½d. to 2s. 10½d. per lb.; shipment, 2s. 9¾d., c.i.f. Black Sarawak spot, 2s. 6½d., shipment, 2s. 4d., c.i.f. Black Malabar is scarce at 340s. per cwt., spot nominal; shipment, 320s., c.i.f.

SEEDS. — (Per cwt.). ANISE.—Spanish, 275s., duty paid. CARAWAY. — Dutch, 122s. 6d., duty free. CELERY. — Indian quoted at 160s., spot; shipment, 155s., c.i.f. CORIANDER.—Spot Moroccan new crop 62s. 6d. duty paid, sellers; shipment is again easier with sellers at 46s., c.i.f. CUMIN.—Moroccan is firm at 245s., duty paid; shipment is dearer at 210s., c.i.f. DILL.—Indian unchanged at 90s., spot; shipment quoted 77s. 6d., c.i.f. FENNEL.—Indian is scarce on spot, 165s., quoted nominally; Chinese 150s., duty paid. FENUGREEK. — Moroccan offered at 48s., duty paid; shipment, 33s., c.i.f., paid. MUSTARD.—English, 40s. to 65s., according to quality.

SENEGA.—Old crop, 18s. per lb. on the spot. New-crop for shipment, 17s., c.i.f.

SQUILL. — Italian new crop, 180s. per cwt., spot; shipment, 170s., c.i.f. Indian, 75s. per cwt., spot.

STYRAX.— Spot, 16s. per lb.; shipment, 14s. 9d., c.i.f.

WAXES. — (Per cwt.): Bees'.—Dar-es-Salaam, spot, 450s.; shipment, 422s. 6d., c.i.f. Sudanese, spot, 400s., in bond; shipment, 395s., c.i.f. CANDELILLA, spot, 465s.; forward, 460s. landed. CARNAUBA, fatty grey spot, 370s.; shipment, 365s., c.i.f. prime yellow, spot, 760s.; shipment, 710s., c.i.f.

Essential and Expressed Oils

ALMOND.—Imported sweet oil is 7s. 3d. per lb., spot.

BERGAMOT.—Spot quotations for 38 per cent. oil are about 99s. per lb.

BOIS DE ROSE.—Brazilian, 17s. 6d. per lb. on the spot; shipment, 16s., c.i.f.

CARDAMOM.—Indian from 225s. per lb., spot.

CELERY SEED. — Quotations are from 116s. per lb.

CITRONELLA. — Ceylon spot, 8s. 3d., shipment, 7s. 9d. per lb., c.i.f. Formosan, in bond and shipment, 6s.; Chinese, 6s., in bond, 5s. 4d., c.i.f.

EUCALYPTUS. — B.P. 70–75 per cent., 5s. 9d. per lb.; 80–85 per cent., 6s. 9d.

ORANGE.—Floridan sweet oil, 5s. to 6s. per lb. West Indian, 10s.; Spanish, 16s. 6d. to 18s.

PEPPERMINT. — *Arvensis:* Chinese spot and shipment, 7s. 9d. per lb. Brazilian spot and shipment, 7s. 2d., c.i.f. *Piperita:* Italian, 48s. to 60s., spot; American from 31s. per lb. as to make.

SAGE.—Spanish, 16s. 6d. per lb., duty paid nominal; Dalmatian, 18s. 6d.

THYME.—From 20s. to 22s. 6d. per lb. as to test.

UNITED STATES REPORT

NEW YORK, SEPTEMBER 8: The price of ZINC CHLORIDE advanced to 12·45 cents per lb. from its former level of 11·95 cents—a half-cent rise. RUTIN at $11 a kilo was up $1, and PERU BALSAM at $1·40 a lb, up 10 cents. Lower per lb. among ESSENTIAL OILS were PIMENTO LEAF at $3·50, down 35 cents, and Brazilian BOIS DE ROSE for re-sale at $2·65, down 10 cents.

PRINT AND PUBLICITY

PRESS ADVERTISING

J. & E. ATKINSON, LTD., 17 Bessemer Road, Welwyn Garden City, Herts: Skin Deep. In *Woman's Own, Vogue, Vanity Fair* and *Honey*.

CONTINENTAL COSMETICS, LTD., 88 Fonthill Road, London, N.4: Jordan tooth-brush. In *Radio Times, Reader's Digest, Sunday Times Colour Magazine, Woman* and *Woman and Home*.

DIXOR, LTD., St. Leonard's Road, Mortlake, London, S.W.14: Velouty powder cream. In women's magazines.

DUNLOP RUBBER CO., LTD., P.O. Box 151, Cambridge Street, Manchester 1: Dunlop hot-water bottles. In *Woman's Own, Woman and Home, Housewife, Everywoman* and *Good Housekeeping*.

FISONS PHARMACEUTICALS, LTD., Loughborough, Leics: Sanatogen. In national Press, local Press and leading mass-circulation magazines.

FOOD BROKERS, LTD., Crown House, Morden, Surrey: Jergens hand lotion. In all leading women's publications.

GLAXO LABORATORIES, LTD., Greenford, Middlesex: Ostermilk. In *Sunday Mirror, Parents, Mother, Family Doctor, Nursery World* and women's magazines.

J. G. GODDARD & CO., LTD., 100 Moncrieff Street, Peckham, London, S.E.15: Goddard's cream embrocation. In national Press.

GOLDEN, LTD., Berkeley Square, London, W.1: Color-Match. In *Woman, Woman's Own, Daily Express, Daily Mail, Daily Telegraph* and other women's magazines. Elnett hair spray. In *Woman, Woman's Own* and eight other leading women's periodicals.

RICHARD HUDNUT, LTD., Eastleigh, Hants: Cactus cleanser. In *Woman and Home, Modern Woman, Everywoman, Woman's Journal* and *Vogue*.

JACKEL & CO., LTD., Shuna Place, Glasgow, N.W.: Royal Sweden hair brushes. In national Press.

LADY ESQUIRE, 86 Brook Street, London, W.1: Lady Esquire instant shoe colouring. In *Woman* and *Woman's Realm*.

MONOGRAM ELECTRIC, LTD., Lincoln House, 296 High Holborn, London, W.C.1: Monogram Safety-matic over blanket. In *Woman, Woman's Own, Good Housekeeping, Reader's Digest, Woman's Journal, Homes and Gardens* and *Sunday Times Magazine*.

PIFCO, LTD., Watling Street, Manchester, 4: Pifco electric blankets. In national Press.

RADIOL CHEMICALS, LTD., Radian House, 78 Upper Richmond Road, London, S.W.15: Aspellin, Radian and Radiol products. In national and provincial newspapers and women's magazines.

KISS OF LIFE: The illustrations are from a striking leaflet entitled "Seconds Count" issued by Geigy Pharmaceutical Co., Ltd., Wythenshawe, Manchester, showing in words and pictures, how and when to apply the "kiss of life." Requests for copies of "Seconds Count," from pharmacists engaged in part-time work for the Red Cross, St. John Ambulance Brigade and Civil Defence, would be considered on direct application to the company.

RIMMEL, LTD., 62 Baker Street, London, W.1: Beauty on a budget cosmetic preparations. In *Daily Mirror, Woman, Woman's Own, Woman's Realm, Woman's Mirror, Everywoman, She, True Story, True Romances, Modern Woman, Photoplay, Honey* and *Woman's Story*.

GEO. SALTER & CO., LTD., West Bromwich: Strand 200, Savoy 204 and Mayfair 207 weighing machines. In national Press.

SCHICK, INC. (U.K.), LTD., Billingshurst, Sussex: Schick electric shavers. In *Daily Express, Daily Mail, Daily Mirror, Daily Sketch, Daily Telegraph, The Guardian, The Sun* and the *Sunday Observer*.

JEAN SORELLE, LTD., 21 Turle Road, London, N.4: Sorella bath luxuries. In *Radio Times, T.V. Times, Woman, Woman's Own, Woman's Weekly, Woman's Realm, Woman's Mirror, The Lady, The Queen, Titbits, Woman and Home, My Home, Housewife, Modern Woman, Everywoman, She, Woman's Journal, Honey, Vanity Fair, Flair, Argus Women's Journals, Good Housekeeping, Town, The Tatler* and *Country Life*.

SPONCEL, LTD., 185 London Road, Croydon, Surrey: Spontex sponges. In *Radio Times, Good Housekeeping, Homes and Gardens, Weekend and Today, Reveille, Woman's Realm, Woman, Woman's Own* and *Ideal Home*.

A. WANDER, LTD., 42 Upper Grosvenor Street, Grosvenor Square, London, W.1: Ovaltine baby rusks. In specialist baby publications and women's monthly magazines.

DISPLAY MATERIAL

BEECHAM PROPRIETARY MEDICINES, LTD., Brentford, Middlesex: Counter display unit for Phyllosan, Iron Jelloids, Yeast-Vite and Phosferine.

WILLS

MR. K. A. BAXTER, M.P.S., 1 Straits, Easton, Portland, Dorset, left £28,163 (£26,503 net).

MR. W. J. BOTTOMLEY, M.P.S., The Willows, Slack Lane, Ripley, Derbyshire, left £1,127 (£1,071 net).

MRS. K. M. DYER, F.P.S., 26 Southampton Street, Reading, Berks, left £12,786 (£12,740 net).

MISS E. W. GITTINS, M.P.S., The Laurels, Staplehurst, Kent, left £35,475 (£35,467 net).

MR. H. GOODMAN, M.P.S., 40 Preston Road, Brighton, Sussex, left £14,953 (£14,824 net).

MISS ALICE M. JACKSON, F.P.S., 4 Park Avenue, Harrogate, Yorkshire, left £18,819 (£17,591 net).

MR. J. LAUDER, F.P.S., 109 Groby Road, Leicester, left £2,964 (£2,897 net).

MR. A. H. PASHLEY, 325 Beacon Road, Loughborough, Leics, chairman of Whiffen & Son, Ltd., chemical manufacturers, Loughborough, left £16,246 (£16,171 net).

MR. H. PORTER, M.P.S., 15A Rydal Road, Bolton, Lancs, left £11,684 (£11,481 net).

MR. W. P. PRENTICE, M.P.S., 112 Ardington Road, Northampton, left £5,466 (£5,386 net).

MR. G. SMITH, M.P.S., Greenacre, Smith Lane, Mobberley, Ches, left £15,835 (£16,688 net).

MR. J. WEIL, 9 Clissold Court, Green Lanes, London, N.4, founder and chairman of Joseph Weil & Son, Ltd., left £16,153 (£13,628 net).

MR. A. E. WILLETT, F.P.S., 41 Swan Street, Sileby, Leics, left £17,043 (£16,928 net).

MR. A. C. YEATES, M.P.S., 50 High Street, Stourbridge, Worcs, who died on July 6 last, left £9,212 (£8,722 net).

COMMERCIAL TELEVISION

Figures in these columns represent the number of appearances of the "spot" during the week.

September 20–26	London	Midland	North	Scotland	Wales	South	North-east	Anglia	Ulster	Westward	Border	Grampian	Eireann	Channel Is.	W.&N.Wales
Anadin	2	6	3	4	3	2	3	4	2	2	—	3	—	—	—
Andrew's liver salt	—	1	1	2	—	—	—	—	—	—	—	—	—	—	—
Askit powders and tablets	—	—	—	14	—	—	—	—	—	—	5	3	—	—	—
Aspro	6	6	6	6	5	5	6	6	—	6	6	6	—	—	—
Beecham's powders	3	4	5	5	4	3	1	4	3	2	2	3	—	2	—
Bellair hair spray	—	4	4	4	4	—	3	4	—	—	—	—	—	—	—
Clairol's Loving Care	—	—	—	—	—	6	—	—	—	—	—	—	—	—	—
Cuticura preparations	2	2	2	—	—	—	2	—	3	—	—	—	—	—	—
Dentucreme	—	—	1	—	—	—	—	1	—	—	—	—	—	—	—
Field's Lady Manhattan	—	1	—	—	—	—	—	—	—	—	—	—	—	—	—
Germolene	—	3	—	—	—	—	—	—	—	—	—	—	—	—	—
Gillette razor blades	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3
Glovelies	—	2	—	—	—	—	—	—	—	—	—	—	—	—	—
Halaspray	3	2	3	—	—	4	3	—	—	—	—	—	—	—	—
Loxene shampoo	—	1	—	—	—	—	2	—	—	—	—	—	2	—	—
Milk of Magnesia tablets	2	3	3	3	—	2	4	3	2	—	2	4	—	2	—
Moorlands indigestion tablets	—	—	3	—	—	—	—	—	—	—	—	—	—	—	—
Personna razor blades	3	3	3	6	—	—	—	—	—	—	—	—	—	—	—
Phyllosan	3	3	2	—	3	—	2	3	—	—	—	—	—	—	—
Radox	3	4	—	—	—	3	—	3	—	—	—	—	—	—	—
Rinstead pastilles	2	2	1	2	—	2	2	2	2	2	2	2	—	—	2
Setlers	1	—	1	—	2	2	—	—	1	—	—	—	—	—	—
Wright's coal tar soap	1	1	—	—	1	2	2	—	—	2	2	—	—	—	1

COMING EVENTS

Items for inclusion under this heading should be sent in time to reach the Editor not later than first post on Wednesday of the week of insertion.

Monday, September 14

BRITISH PHARMACEUTICAL CONFERENCE, Edinburgh. Until September 18. Details: p. 239.

Wednesday, September 16

FIFTH BRITISH CONGRESS ON HISTORY OF MEDICINE AND PHARMACY, London. Until August 17. Registration is at the Wellcome Historical Medical Library, the Wellcome Building, Euston Road, London, N.W.1.

SOUTH LONDON AND SURREY PHARMACISTS' GOLFING SOCIETY, Shirley Park golf club, at 7.30 p.m. Annual supper.

VETERINARY HISTORY SOCIETY, Wellcome Historical Medical Library, Euston Road, London, N.W.1, at 4.30 p.m. Mr. J. W. Barber-Lomax on "Veterinary Education in Great Britain 1791-1839."

Sunday, September 20

SOUTH MIDLANDS CHEMISTS' GOLFING SOCIETY, Worthing golf club. Competition for the Parke, Davis & Co. tankard.

Advance Information

EAST METROPOLITAN BRANCH, PHARMACEUTICAL SOCIETY and WEST HAM ASSOCIATION OF PHARMACISTS. Car rally (entrance fee 2s. 6d.), September 27. Intending participants should notify Mr. O. C. Wombwell, 38 High Street South, East Ham, London, E.6.

PATENTS

COMPLETE SPECIFICATIONS ACCEPTED

From the "Official Journal (Patents)," August 19

Manufacture and conversion of substituted pyridines. Roche Products, Ltd. 971,361.

Preparation of antioxidant composition. Pennsalt Chemicals Corporation. 971,367.

Tag tickets or labels. Brenninkmeyer, G.m.b.H. 971,388.

Process for the adhesion of backings for photographic emulsions. Celfa, A.G. 971,433.

Therapeutic compositions comprising aspirin and polysiloxanes. Recherches Pharmaceutique et Scientifiques. 971,486.

Compositions of fluorocarbon polymers and inorganic materials. W. L. Gore & Associates, Inc. 971,546.

Plaster of paris bandages, containers and dispensers therefore. T. J. Smith & Nephew, Ltd. 971,552.

Pressure-sensitive adhesive tapes. T. J. Smith & Nephew, Ltd. 971,558.

Testing of water and aqueous extracts by the use of reagents in tablet form. A. T. Palin. 971,576.

Process for the manufacture of pseudocumene-5-carboxylic acid. Farbwerke Hoechst, A.G. 971,591.

Process for the preparation of mercaptans. Soc. Nationale des Petroles d'Aquitane. 971,593.

17α-methyl steroids and their production and use. Ayerst, McKenna & Harrison, Ltd. 971,608.

Polyamine compounds. Dow Chemical Co. 971,614.

Process for the production of glycerin and/or glycidol. Standard Oil Co. 971,633.

Salicylate compounds. Stauffer Chemical Co. 971,636.

Salicylates. Stauffer Chemical Co. 971,637.

Dioxanes and dioxolanes. Cutter Laboratories, Inc. 971,661.

4-phosphorinanone derivatives and methods of preparing same. American Cyanamid Co. 971,669.

Anti-inflammatory agents. Boots Pure Drug Co., Ltd. 971,700.

British patent specifications relating to the above will be obtainable (price 4s. 6d. each) from the Patent Office, 23 Southampton Buildings, Chancery Lane, London, W.C.2, from October 7.

From the "Official Journal (Patents)," August 26

18-dichlorosteroids. Smith Kline & French Laboratories. 971,713.

Process for the manufacture of a vaccine for the immunisation of dogs and foxes against distemper and hepatitis contagiosa canis. Behringwerke, A.G. 971,724.

Pharmaceutical compositions comprising penicillin acid compounds. Soc. d'Etudes Scientifiques et Industrielles du L'Ile-de-France. 971,734.

Organophosphorus compound, its use as an insecticide, and insecticidal compositions comprising same. Shell Internationale Research Maatschappij, N.V. 971,735.

Substituted N-acyl-phenethylamines. Simes, S.p.A. 971,743.

Steroid-guanylhydrazones. Farbenfabriken Bayer, A.G. 971,744.

18:20-oxido-steroids and the preparation thereof. CIBA, Ltd. 971,750.

Herbicides and anilides for use therein. Schering, A.G. 971,819.

Organosilicon compositions. Dow Corning Corporation. 971,820.

Method of and apparatus for the cleansing, sterilising, filling, gassing and closing of ampoules, bottles and similar containers made of glass, plastic or metal. Sandoz, Ltd. 971,835.

Photographic material. Gevaert Photo-Producten, N.V. 971,940.

Iminodibenzyl compound. Dumex, A.S. 971,951.

Photographic film. Agfa, A.G. 971,992.

Phenthiazine compounds. Rhone-Poulenc, S.A. 972,081.

Basic derivatives of 6,9-endomethylene-3-azabicyclo-[4,4,0]-non-7-ene. Laboratoires Lumiere, S.A. 972,087.

Basic derivatives of 6,9-endomethylene 3-azabicyclo-[4,3,0]-nonane. Laboratoires Lumiere, S.A. 972,088.

Demineralisation column. H. Struers Chemiske Laboratorium. 972,089.

Hydrazines and their use. CIBA, Ltd. 972,090.

Pellets for supplying biologically active substances to ruminants, and the manufacture of such pellets. Wellcome Foundation, Ltd. 972,128.

Sweetened, fat-containing, liquid food products. Unilever, Ltd. 972,157.

Parchment ion exchange reagents. KVP Sutherland Paper Co. 972,159.

Coulometric reagent generator. Beckman Instruments, Inc. 972,172

Photographic emulsions containing thiosulphonic acid derivatives. Kodak, Ltd. 972,211.

Detergent. Unilever, Ltd. 972,239.

British patent specifications relating to the above will be obtainable (price 4s. 6d. each) from the Patent Office, 23 Southampton Buildings, Chancery Lane, London, W.C.2, from October 14.

TRADE MARKS

APPLICATIONS ADVERTISED BEFORE REGISTRATION

From the "Trade Marks Journal," August 19

For non-medicated toilet preparations, cosmetic preparations, and preparations for the hair; perfumes, dentifrices, soaps, cleaning and polishing preparations and detergents (not for use in industrial or manufacturing processes); and toilet articles (3)

Device with number 12 and word BORE, 853,516, by Sterwin, A.G., Zug, Switzerland.

For depilatory preparations for use in connection with surgery (3)

PREPEX, B854,268, by Chemway Corporation, Wayne, New Jersey, U.S.A.

For non-medicated toilet preparations for the mouth and teeth (3)

ARONAL, 855,188, by Gaba, Ltd., Basle, Switzerland.

For non-medicated toilet preparations and cosmetic preparations (3)

SOFTISAN, B855,467, by Chemische Werke Witten, G.m.b.H., Witten/Ruhr, Germany.

For preparations for fixing the hair, sold in containers adapted to dispense their contents in aerosol form (3)

POLY SPRAYSILK, 859,758, by Therachemie Chemisch-Therapeutische, G.m.b.H., Dusseldorf, Germany.

For preparations for setting the hair, being for use by spraying (3)

MISS SPRAY NET, B860,889, by Helene Curtis Industries, Inc., Chicago, Illinois, U.S.A.

For common soap, detergents (not for use in industrial or manufacturing processes), bleaching powder (for laundry and domestic purposes) and polishing preparations (3)

SPIRO PEP, B861,296, by British Extracting Co. (Sales), Ltd., Birkenhead, Ches.

For preparations for the hair (3)

PEARS YOUNG COLOUR, 862,288, by A. & F. Pears, Ltd., Isleworth, Middlesex.

RHYTHM, 862,865, by Charles Alexander & Co., Ltd., West Molesey, Surrey.

For hair-lotions, hair-waving preparations, non-medicated toilet preparations, cosmetic preparations, and toilet articles (3)

LAN-SIL, 863,282, by Lanvita Laboratories, Ltd., London, W.10.

For all goods (3)

PALLIPETE 864,060, by Daphne Irene Webster, London, S.W.1.

For all goods, but not including medicated toilet paper or medicated paper handkerchiefs (5)

LEDERMIX, 844,552, by American Cyanamid Co., Wayne, New Jersey, U.S.A.

For pharmaceutical preparations and substances (5)

BALANSID, 853,714, by A. B. Astra Apotekarnes Kemiska Fabriker, Sodertalje, Sweden.

PREGNORM, 864,743, by Norma Chemicals, Ltd., London, N.W.3.

For bath salts (medicated) (5)

FRAZONE, 854,394, by F. M. Langford, Ltd., London, E.1.

For pharmaceutical preparations and substances for testing for pregnancy (5)

PREGNATEST, B854,413, by Aspro-Nicholas, Ltd., Slough, Bucks.

For all goods (5)

TRIPTET, 854,852, by Sterwin, A.G., Zug, Switzerland. PERMAGUARD, 858,509, by Aspro-Nicholas, Ltd., Slough, Bucks. LABOPHYLLINE, 860,446, by Laboratories for Applied Biology, Ltd., London, N.16. DOXERGAN, 864,640, by Société des Usines Chemiques Rhone-Poulenc, Paris, France.

For pharmaceutical skin preparations (5)

SOFTISAN, B855,468, by Chemische Werke Witten, G.m.b.H., Witten/Ruhr, Germany.

For pharmaceutical preparations in tablet form,

SMOKETTE, 856,689, by Kemiska Centrallaboratoriet, A.B., Stockholm, Sweden.

For pharmaceutical preparations and substances for the treatment of rheumatism, fibrositis, sciatica, lumbago, muscular strain and the like ailments (5)

DEEP HEAT, 858,005, by Mentholatum Co., Ltd. Slough Bucks.

For pharmaceutical preparations for use in x-ray examination of the urinary tract (5)

Device with words UROGRAFIN SCHERING A.G. BERLIN, 861,261, by Schering, A.G., Berlin N.65, Germany.

For hormonal pharmaceutical preparations (5)

FEMALONE 25, 861,366, by Marshall's Pharmaceuticals, Ltd., London, W.C.2.

For insecticides and pesticides (5)

BANOL, 862,371, by Upjohn, Ltd., Crawley, Sussex.

For deodorants and anti-perspirants (5)

CALM, B863,330, by Alberto-Culver Co., Melrose Park, Illinois, U.S.A.

For photogravure, photographic electro-photographic, cinematographic and optical apparatus and instruments, etc. (9) *and for photographic dry-mounting apparatus, and photographic and electro-photographic prints* (16)

ELFOLID, 836,025-26, ELFASOL, 836,028-29, by Farbwerke Hoechst, A.G., vormals Meister Lucius & Bruning, Frankfurt am Main-Hoechst, Germany.

For contraceptives, rubber gloves, hot-water bags and teats (10)

REGARD, 852,359, by A.B. Regard Aarhus Gummivarefabrik, Aarhus, Denmark.

For appliances, instruments and apparatus, all being for chiropodial purposes (10)

PESCURA, B857,205, by Scholl Mfg. Co., Ltd., London, E.C.1.

For surgical, medical, dental and veterinary instruments and apparatus (10)

MEDITONE, 862,500, by John Grant Laboratories, Ltd., Richmond, Surrey.

From the "Trade Marks Journal," August 26

For chemical products containing urea and for use in industry, agriculture and horticulture (1)

TERTRAMIDE, 851,682, by Société Carbochimique, Brussels, Belgium.

For chemical products having a musk-like odour, for use in industry (1) *and for perfumes, non-medicated toilet preparations, cosmetics, essential oils, soaps, and aromatic substances for use in the manufacture of perfumes and perfumed articles, all having a musk-like odour* (3)

MUSKANIA, 854,596-97, by Roche Products, Ltd., Welwyn Garden City, Herts.

For all goods (3)

TUPPIX, 856,327, by Röhm & Haas, G.m.b.H., Darmstadt, Germany.

CONTEMPORARY THEMES

Subjects of contributions in current medical and technical periodicals

CASTOR OIL as a vehicle for parenteral administration of steroid hormones. *J. Pharm. Sciences*, August.

GLUTETHIMIDE TABLETS. Assay of. *J. Pharm. Sciences*, August.

IMMUNOLOGICAL PREGNANCY TESTS in general practice. *Practitioner*, September.

PROPICILLIN AND BENZYLPENICILLIN in lobar pneumonia. *Practitioner*. September.

CARISOPRODOL AND ASPIRIN in periarthritis of the shoulder and cervical spondylosis. A controlled study of. *Practitioner*, September.

DIGITALIS. The current status of. *Practitioner*. September.

LINCOMYCIN AND PRISTINAMYCIN: Antibacterial Activity of. A comparison with Erythromycin. *Brit. med. J.*, September 5.

GUANETHIDINE. Three Cases resembling polyarteritis nodosa arising during treatment with *Brit. med. J.*, September 5.

ETHOSUXIMIDE. Treatment of petit mal with. Follow up report. *Brit. med. J.*, September 5.

LOW-MOLECULAR-WEIGHT DEXTRAN. The renal response to. *Brit. med. J.*, September 5.

TWO NEW DARK SHADES

Color Glo trade mark

Dark Brown Sable
Rich Brown Sable

These new Dark Shades will sell in a big way to women who want to be brunettes or have deeper, darker, browner hair. They cover grey hair too.

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Color-Glo True Semi-Permanents. Harmless. Used straight from the bottle. Need no mixing. No skin test.

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Other Color-Glo shades continue at the existing retail price of 3/10d. Trade price per dozen bottles: 26/3d.

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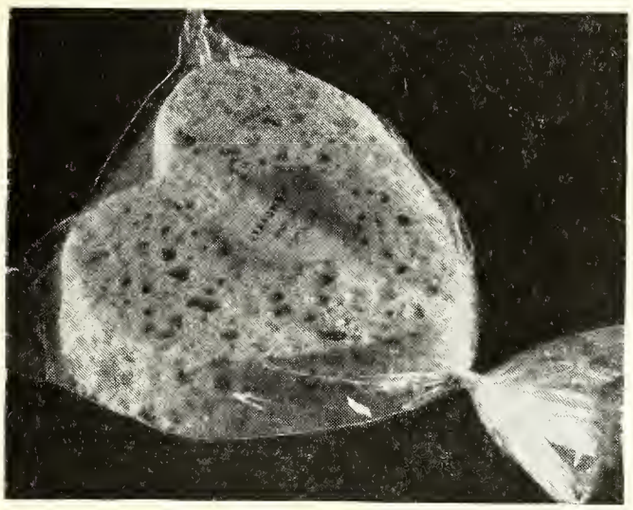

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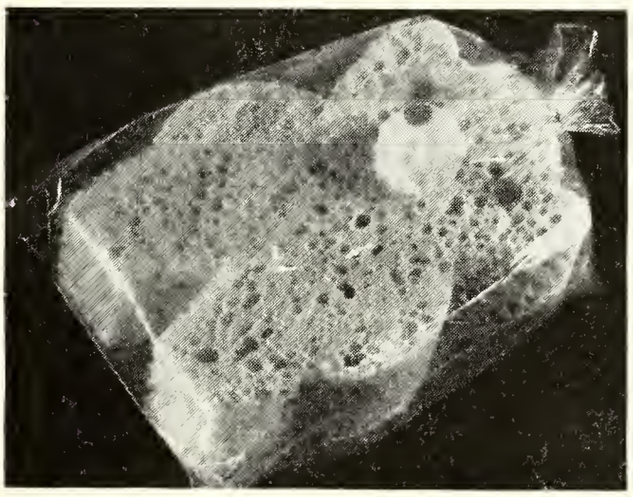

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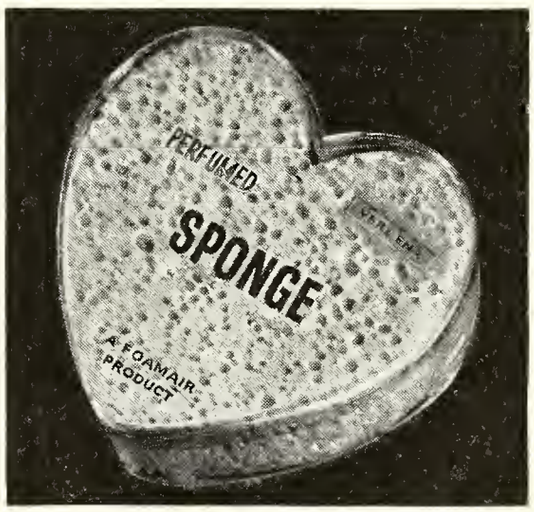

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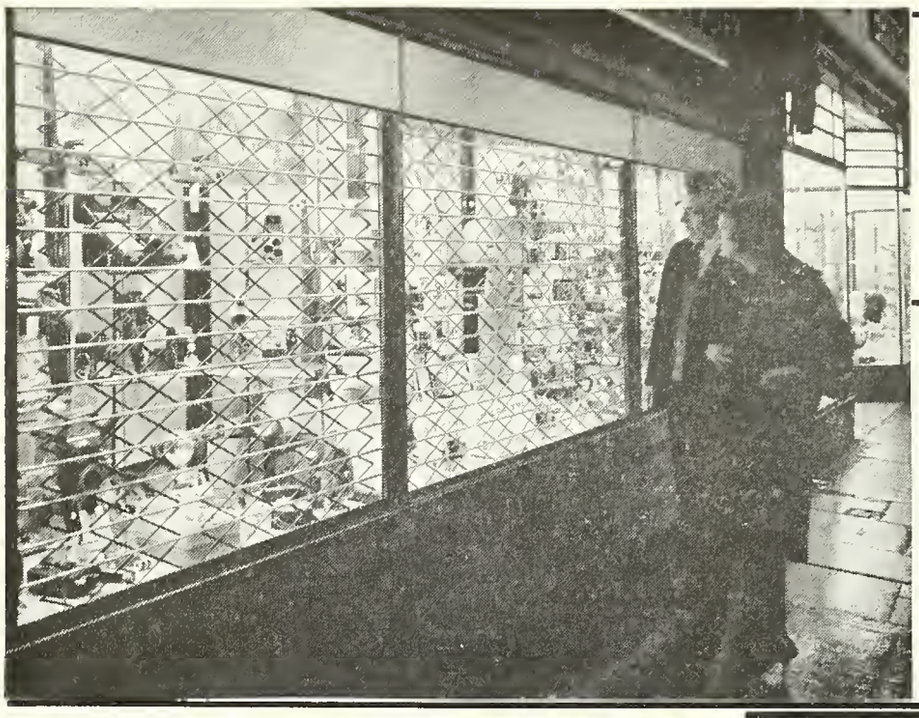
80/84 Clerkenwell Rd., London, E.C.1 *Tel: Clerkenwell 3060*

GEORGE SPENCER & SON LTD.
1 Kynance Place, London, S.W.7 *Tel: Knightsbridge 8741-2*



POLLARDS
[Regd. Trade Mark 820,209
"VIZOR"
RETRACTABLE GRILLE

Inspection with Protection

The "VIZOR" is a very handsome grille designed by Display experts. Its many unique and practical features include concealed locking into both the guide posts and the bottom rail; close to glass, obstruction-free fixing and simple remote control winding gear to retract the grille clear of the display when not in use.

Messrs. James Walker Ltd., Quadrant Arcade, Romford

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VIZOR DIVISION: 159 St. John Street, E.C.1.
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All laterals are of reinforced steel section interlocked into end guide posts for great strength.

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BUTLER CHEMICALS LTD.

for ***Formerly Wm. Butler & Co (Bristol) Ltd***

* ***DISINFECTANTS***

PINEOLITE Pine Disinfectant, Coeffs. R.W.3 to 6 and concentrates.
STERILITE White Disinfectant, BSS R.W. values and non-staining qualities.
CRESOLOX Black Disinfectant, R.W. 5/6 and R.W. 26/28.
BRISTOL Hospital Disinfectant, R.W. 7/8.

* ***ANTISEPTICS***

LYSOL B.P. LIQUOR CHLOROXYLENOLIS B.P.C.

* ***DETERGENTS AND LIQUID SOAPS***

KLENZITE Liquid Detergent.
BRISTOL Liquid Soap, non-perfumed and perfumed.
HANKLENSA Antiseptic Jelly.

for all

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Orders and enquiries to New Head Office and Works Address:
ROCKINGHAM WORKS, AVONMOUTH, BRISTOL
Telephone: AVONMOUTH 3611 Telegrams: Butler, Bristol And at BIRMINGHAM, LONDON, ABERDEEN

HUNDREDS OF THOUSANDS OF PIFCO ELECTRIC BLANKETS

This winter many thousands of sensible people are going to solve the cold bed problem once and for all. Most favoured evasive action will be an electric blanket. Most favoured electric blanket: Pifco. Just the right sizes, just the right colours, fleecy warm and B.E.A.B. approved. Backed by heavy national advertising too. These people will be coming to *you*—so stock up now. And be ready to meet the greatest ever demand!

ORDER NOW
—make sure of your share!

this is the theme of the *new*

Torbet advertising

Modern—attention compelling—in tune with present day living, the latest Torbet advertising will give a boost to sales. Half-a-century of established reputation allows you to recommend these safe vegetable laxative tablets to your customer with absolute confidence.

TORBET CALSALETTES	1/8½ and 6/8½	TORBET LACTIC OATS	2/1 and 4/2

TORBET LACTIC OAT CO., LTD., 24 Great King St., Edinburgh, 3

QUEEN

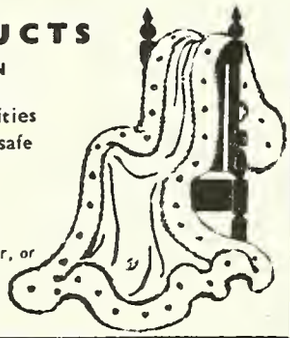
Non Irritant
BEAUTY PRODUCTS

THE SAFETY FACTOR IN EVERYDAY MAKE-UP

Prescribed by the Medical Authorities for over 20 years as the pure and safe cosmetic for sensitive skins.

New terms give 33⅓% discount.

Obtainable from Messrs Sangers Ltd., and Allied Companies, through your Wholesaler, or direct from
BOUTALLS CHEMISTS LTD.,
60 Lambs Conduit St. London, W.C.1



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100 Boxes and over 3/2 per box, 50 to 99 boxes 3/6 per box, under 50 boxes 4/- per box
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Wholesale Houses only supplied

ASHWOOD TIMBER & PLASTICS LTD.
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POISONS LIST ORDER 1964
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There are NO changes in the Conditions of Sale of

Dr. J. Collis Browne's CHLORODYNE

Sole Proprietors—
J. T. DAVENPORT LTD.
Union Street, London, S.E.1
FOR OVER 100 YEARS

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'THANK YOU'

SAY HUNDREDS OF USERS!

Over the years Beautisales have received hundreds of letters acclaiming the effectiveness of Gill's Shampoo—the original and still the most efficient medicated shampoo for the certain removal of even the most stubborn forms of dandruff. It brings complete relief from scalp irritation and leaves the hair glossy, soft and supple. Here's a shampoo that fulfils its promise, with delighted users—and a constant increase in demands. You can recommend it with complete confidence.

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Medicated **SHAMPOO**

Prices: Bottles 2/9d. (Inc. P.T.)—trade 18/8d. per dozen. Sachets 9d. (Inc. P.T.)—trade 5/- per dozen, minimum order 3 dozen in attractive counter display carton. *All trade prices plus Purchase Tax.*

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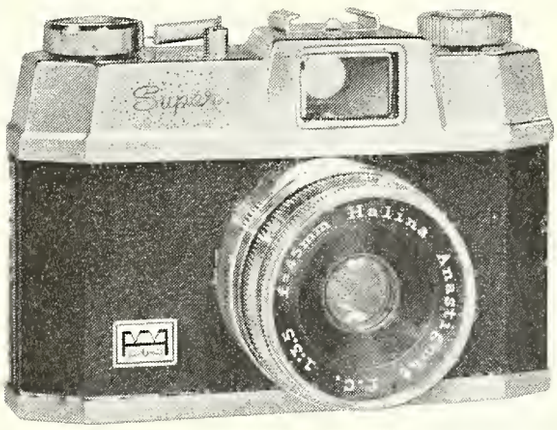
ERNEST JACKSON & CO. LTD., CREDITON, DEVON, ENGLAND.

Halina

35mm CAMERAS



SUPER HALINA 35

- All metal
- Rapid lever wind
- Luminous bright line framefinder
- f3.5/45mm hard coated 3 element lens
- 4-speed shutter-1/25 to 1/200th sec & B
- Synchronised for flash
- Double exposure prevention

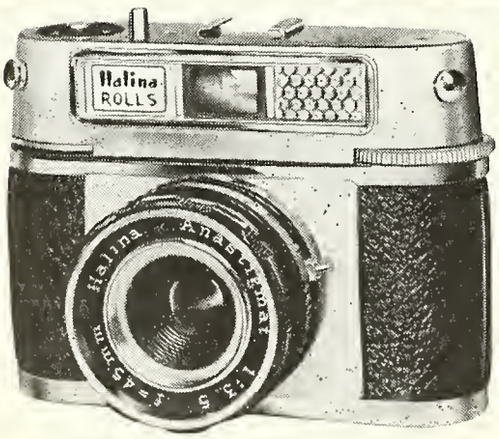
£9 - 9 - 0 Ever ready case £1.19.6

HALINA A I

$2\frac{1}{4}'' \times 2\frac{1}{4}''$ and 35mm

- Coupled front lens focusing
- f3.5/80mm hard coated lens
- 4-speed shutter-1/25-1/50-1/100 sec & B
- Ground glass focusing/viewing screen
- All metal with satin chrome trim
- Complete with 35mm conversion unit

£7 - 19 - 6 Ever ready case £1.19.6



HALINA ROLLS 35mm

- f3.5/45mm hard coated 3 element lens
- 3-speed shutter-1/30-1/60-1/125th sec & B
- Synchronised for flash
- Double exposure prevention
- Coupled film transport and exposure counter
- Aperture setting from f3.5 to f16

£5 - 19 - 6 Ever ready case £1.9.11

sole distributors to the trade:

J. J. SILBER LTD., 11 Northburgh Street, London, E.C.1 *Telephone:* **CLErkenwell 8031 (10 lines)**

Lederle Laboratories Division of Cyanamid of Great Britain Limited announce that as from 12th October, 1964, prices in the United Kingdom of pharmaceutical Aureomycin, Achromycin, Achromycin V - for all dosage forms - will be reduced to the trade by 16%. Ledermycin - for all dosage forms - will be reduced to the trade by 12%.

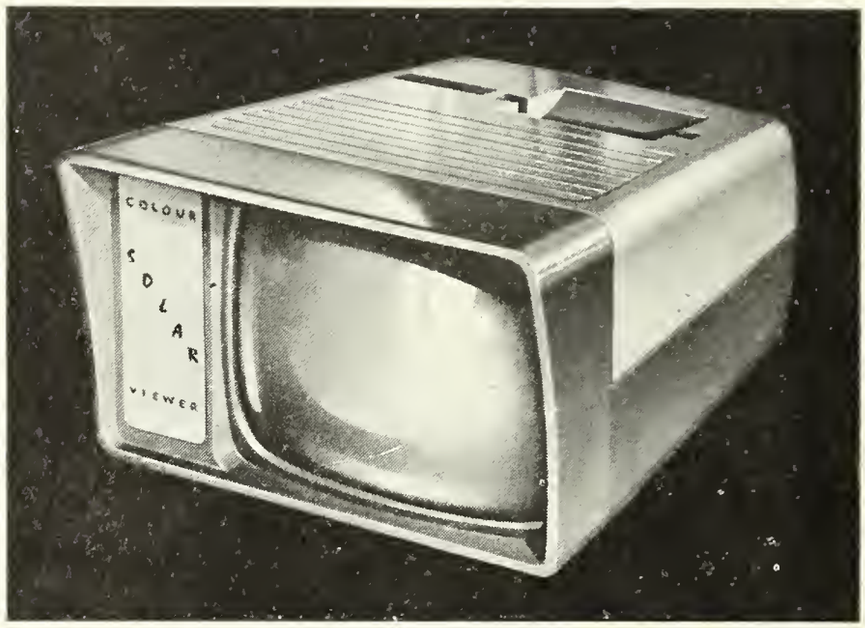
LEDERLE ANTIBIOTICS PRICE REDUCTIONS

code no.		old trade price £	s.	d.	new trade price £	s.	d.	new retail price £	s.	d.
4766-11	Achromycin Capsules 50 mg x 25		6	10		5	8		8	6
4766-23	Achromycin Capsules 50 mg x 100	1	5	10	1	1	8	1	12	6
4768-07	Achromycin Capsules 250 mg x 16		18	6		15	6	1	3	3
4768-23	Achromycin Capsules 250 mg x 100	5	10	10	4	13	2	6	19	9
4768-34	Achromycin Capsules 250 mg x 1000	53	9	8	44	18	6	67	7	9
4776-52	Achromycin for Ear Solution		4	4		3	8		5	6
4772-94	Achromycin I/M 100 mg		3	4		2	10		4	3
4771-95	Achromycin I/V 250 mg		6	2		5	2		7	9
4771-96	Achromycin I/V 500 mg		11	0		9	2		13	9
4779-56	Achromycin Ointment 3% ½ oz		2	10		2	4		3	6
4779-55	Achromycin Ointment 3% 1 oz		5	2		4	4		6	6
4780-54	Achromycin Eye and Ear Ointment 1% 6 x ⅛ oz		4	4		3	8		5	6
4805-32	Achromycin Ophthalmic Oil Suspension 1%		1	4		1	2		1	9
4775-55	Achromycin Ophthalmic Powder Sterilized		3	6		3	0		4	6
4782-16	Achromycin for Oral Suspension		6	10		5	8		8	6
4799-34	Achromycin Liquid Pædiatric Drops		4	8		4	0		6	0
4786-23	Achromycin Soluble Tablets	1	5	10	1	1	8	1	12	6
4797-56	Achromycin Syrup 2 oz		6	10		5	8		8	6
4797-65	Achromycin Syrup 16 oz	2	9	8	2	1	8	3	2	6
4751-11	Achromycin Tablets 50 mg x 25		6	10		5	8		8	6
4751-23	Achromycin Tablets 50 mg x 100	1	5	10	1	1	8	1	12	6
4753-07	Achromycin Tablets 250 mg x 16		18	6		15	6	1	3	3
4753-23	Achromycin Tablets 250 mg x 100	5	10	10	4	13	2	6	19	9
4753-34	Achromycin Tablets 250 mg x 1000	53	9	8	44	18	6	67	7	9
4791-11	Achromycin Troches 15 mg x 25		2	8		2	2		3	3
4852-11	Achromycin V Capsules 50 mg x 25		6	10		5	8		8	6
4852-23	Achromycin V Capsules 50 mg x 100	1	5	10	1	1	8	1	12	6
4850-07	Achromycin V Capsules 250 mg x 16		18	6		15	6	1	3	3
4850-23	Achromycin V Capsules 250 mg x 100	5	10	10	4	13	2	6	19	9
4850-34	Achromycin V Capsules 250 mg x 1000	53	9	8	44	18	6	67	7	9
5400-34	Achromycin Pædiatric Drops		4	8		4	0		6	0
5410-56	Achromycin V Syrup 2 oz		6	10		5	8		8	6
5410-65	Achromycin V Syrup 16 oz	2	9	8	2	1	8	3	2	6
4425-11	Aureomycin Capsules 50 mg x 25		6	10		5	8		8	6
4425-23	Aureomycin Capsules 50 mg x 100	1	5	10	1	1	8	1	12	6
4474-07	Aureomycin Capsules 250 mg x 16		18	6		15	6	1	3	3
4474-23	Aureomycin Capsules 250 mg x 100	5	10	10	4	13	2	6	19	9
4474-34	Aureomycin Capsules 250 mg x 1000	53	9	8	44	18	6	67	7	9
4700-52	Aureomycin for Ear Solution		4	4		3	8		5	6
4426-56	Aureomycin Ointment 3% ½ oz		2	10		2	4		3	6
4426-55	Aureomycin Ointment 3% 1 oz		5	2		4	4		6	6
4723-54	Aureomycin Ointment (Ophthalmic) 1% 6 x ⅛ oz		4	4		3	8		5	6
4731-58	Aureomycin Syrup 4 oz		13	8		11	6		17	3
4731-65	Aureomycin Syrup 16 oz	2	9	8	2	1	8	3	2	6
9208-07	Ledermycin Capsules 150 mg x 16		18	6		16	4	1	4	6
9208-23	Ledermycin Capsules 150 mg x 100	5	10	10	4	17	6	7	6	3
9208-34	Ledermycin Capsules 150 mg x 1000	53	9	8	47	1	4	70	12	0
9226-34	Ledermycin Drops Aqueous		4	8		4	2		6	3
9231-56	Ledermycin Syrup 2 oz		6	10		6	0		9	0
9231-65	Ledermycin Syrup 16 oz	2	9	8	2	3	8	3	5	6
9217-07	Ledermycin Tablets 16's		18	6		16	4	1	4	6
9217-23	Ledermycin Tablets 100's	5	10	10	4	17	6	7	6	3
9217-31	Ledermycin Tablets 500's	26	14	10	23	10	8	35	6	0
9217-34	Ledermycin Tablets 1000's	53	9	8	47	1	4	70	12	0

N

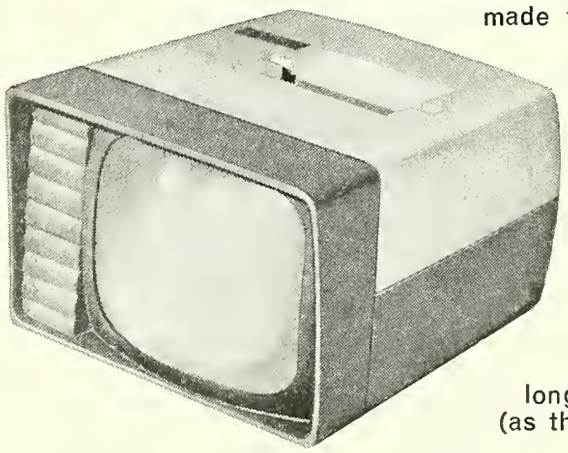
YOU CAN'T SELL A BETTER VIEWER THAN THE

Solar



The Solar is the slide viewer for those who demand the very best. Two extra large optically worked glass lenses give comfortable big picture viewing, no need to turn viewer for upright pictures. It uses a 3.5v. lamp and three UII batteries and a very deep reflector gives even illumination over entire picture. Gentle pressure of slide in slot lights the lamp and further backward pressure locks light on for continuous viewing. Manufactured in an attractive two-tone plastic.

PRICE 55/-



Another high quality viewer made to the same high standards as the "Solar." Uses 3 UII batteries and 3.5v. lamp to give a clear brilliant picture. Made of attractive two-tone plastic and complete with stand. The colour slide can be locked in position for prolonged viewing (as the Solar).

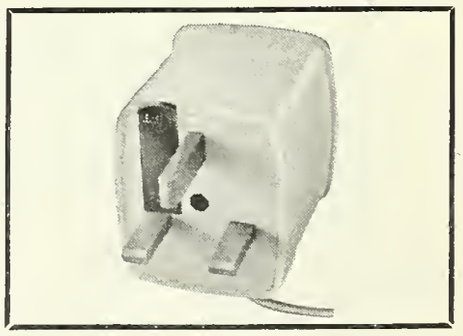
PRICE 28/6

YOU CAN'T SELL BETTER VALUE THAN THE

Stellar

BOTH THESE VIEWERS WORK FROM BATTERIES OR MAINS

Mains transformers are available to enable either the Solar or Stellar to be used direct from the mains, thus economising on batteries. There are three models available. Model 1 : Combined transformer and standard 5 amp. 3-pin type plug. 27/6. Model 2: Similar transformer, without plug. With 18 in. mains cable to which may be attached any type of 3-pin plug. 27/6. Model 3: Similar to Model 1, but Model 3 takes the form of a standard 13 amp. flat pin-fused top. 29/6.



PHOTAX

PHOTAX (LONDON) LTD.
70 Charlotte Street, London, W.1.

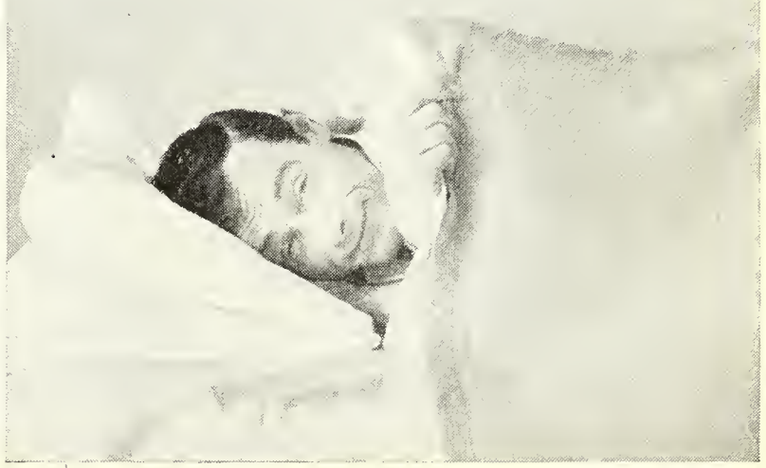
MONOGRAM to reach 70% of all British homes in largest advertising campaign ever put behind an electric blanket

It's a fact! TWICE as many people sleep under a Monogram as under any other electric blanket. It's the only electric blanket with Sleep-Guard*: a Monogram can't get too hot for safety! It's the entirely new kind of electric blanket that accidents don't happen to.

Double spreads and full pages in colour and black and white will be telling this good news in Woman, Woman's Own, Good Housekeeping, Reader's Digest, Woman's Journal, Homes and Gardens, Sunday Times Magazine—to 70% of all British homes. Right through the entire selling season when 80% of all electric blankets are sold.

To reinforce this advertising . . .new merchandise material, new displays, new consumer leaflets. And, as always, one thrilled Monogram owner telling another . . . the most effective advertising of all.

Going to get YOUR share of the high profits that Monogram sales bring in?



* Regd. Trade Mark

MONOGRAM SAFETY-MATIC OVER BLANKET *Approved by British Electrical Approval Board*

The CHEMIST AND DRUGGIST
CLASSIFIED ADVERTISEMENTS
TELEPHONE: CENTRAL 6565
Address Box Number Replies to: THE CHEMIST AND DRUGGIST, 28 ESSEX ST., STRAND, LONDON, W.C.2.

APPOINTMENTS — 24/- per ½" s.c. minimum and pro rata. AGENTS — AUCTION SALES — BUSINESSES FOR SALE and WANTED — CLEARANCES and WANTS — CONTRACTS — MISCELLANEOUS — PATENTS — PARTNERSHIPS — PREMISES — PUBLIC and LEGAL NOTICES — SITUATIONS VACANT. Run-on — 4/- per line (minimum 20/-). Semi-display — 24/- per ½" s.c. minimum. Displayed with border rule, larger type faces and blocks — 60/- per s.c.i. minimum. Reduced rates for one-third, one-half and full pages on application. SITUATIONS WANTED — 6/- per 18 words minimum, then 4d. per word. Use of Box No. — 2/-. Advertisements received by 4 p.m. Tuesday published same week.

BUSINESSES WANTED

MIDLANDS AREA: Drug Stores wanted. E. T. Perks, 16 New Street, Dudley, Worcs. Dudley 52368. C 6304

BUSINESSES FOR DISPOSAL

EAST SUFFOLK. Drug store with pets', foods, fancy goods, insecticides, garden requisites, etc. Turnover £175 per week with high net profit ratio. Comprises lease of modern lock-up shop, 900 square feet, in good trading position small town. Price £1,750, including fixtures and fittings; s.a.v. Apply Flick & Sons, Surveyors and Valuers, Saxmundham, Suffolk. C 6339

Tenders are invited for the purchase of:—

A VALUABLE FREEHOLD PROPERTY together with the FIXTURES, FITTINGS, GOODWILL and other connections of a CHEMIST AND DRUGGIST'S BUSINESS situated in

NORTH DERBYSHIRE

which is for sale owing to the death of the Owner.

The property has accommodation planned on three floors and occupies a good trading position in a prosperous Town with a population of over 68,000.

The Business is old established and is situated on a main road within half a mile of the Town Centre; service pull-in at front of the property.

POSSESSION of the whole will be given on completion.
STOCK at valuation.

TENDERS TO BE SUBMITTED to the Agents by October 17th, 1964.

For further particulars and to view apply to the AGENTS, Mitchell & Slaney, 73 Salter Gate, Chesterfield. Tel. 2764, or to the SOLICITORS, Messrs. Bradley & Clarke, Cavendish House, Cavendish Street, Chesterfield. Tel. 77031. C 6336

FOR SALE. In Northern Ireland, easily run branch village pharmacy complete with house and large orchard, garden, beside sea and mountain. Particulars from Box C 6328.

APPOINTMENTS

BUCKLAND HOSPITAL, DOVER

Senior Pharmacist

required for an expanding hospital. National Scale of Salaries payable.
Applications in writing, stating experience and the names and addresses of two referees, to be sent to the Hospital Secretary. C 9478

CAMBERWELL HOSPITALS MANAGEMENT COMMITTEE

Chief Pharmacist (Category I)

Applications invited for the post of Chief Pharmacist (Category I), St. Francis' Hospital, Constance Road, S.E.22. Salary £898 x 8 increments to £1,233 p.a. plus London Weighting Allowance.
Apply Group Secretary, Dulwich Hospital, East Dulwich Grove, S.E.22. Locum considered. C 9460

CENTRAL GROUP HOSPITAL MANAGEMENT COMMITTEE

Locum Pharmacist

required for holiday relief duties in Hospitals within the group. September 14 to October 3, 1964. Salary £20 19s. Applications to the Chief Pharmacist, Metropolitan Hospital, Kingsland Road, E.8. CLI. 6862. C 663

CENTRAL MIDDLESEX HOSPITAL, PARK ROYAL, LONDON, N.W.10

Pharmacist and Locum Pharmacist

required. Applications, giving details of qualifications, experience and age to the Medical Director as soon as possible. C 9429

CHARING CROSS GROUP OF HOSPITALS, FULHAM HOSPITAL, LONDON, W.6

Senior Pharmacist

required at the above teaching hospital (Category III—415 beds). Salary scale £851 rising by annual increments to £1,113 p.a. plus Higher Qualification Allowance, and London Weighting. The Department has a staff of eight and is responsible for the dispensing of the main hospital and a small maternity unit nearby. Successful candidate will deputise for Chief Pharmacist in his absence. Holiday arrangements honoured.

Pharmacist

(part-time) required for one or more sessions per week. 42s. 7d. per session. This is a new post created because of the development of the Sterile Ward and Kidney Dialysis Unit.
Applications (for either post), giving details of previous experience and naming two referees, to Secretary as soon as possible. C 9438

EDGWARE GENERAL HOSPITAL, EDGWARE, MIDDLESEX

Senior Pharmacist

required. This is a busy general hospital of 654 beds and offers good experience and varied duties. Department can be visited by arrangement with Chief Pharmacist (EDG. 2381, Ext. 327). Apply, stating age, qualifications and experience and giving the names and addresses of two referees, to Group Secretary. C 9466

EDGWARE GENERAL HOSPITAL, EDGWARE, MIDDLESEX

Pharmacist

required, full-time or part-time. Apply to Chief Pharmacist (EDG. 2381, Ext. 327). C 9467

GATESHEAD AND DISTRICT HOSPITAL MANAGEMENT COMMITTEE

Pharmacist

Applications are invited from suitably qualified and experienced persons for the above post. The successful applicant will be required to work within the Gateshead Group of hospitals.
Pharmaceutical Whitley Council "C" salary and conditions of service apply.
Applications stating age, previous experience, etc., should be sent together with the names and addresses of two referees to the undersigned.
H. Clark, Group Secretary, "The Lodge," Queen Elizabeth Hospital, Sheriff Hill, Gateshead, 9, Co. Durham. C 6302

HENDON GROUP HOSPITAL MANAGEMENT COMMITTEE

Post-graduate Pharmaceutical Student

required at EDGWARE GENERAL HOSPITAL, Edgware, Middlesex, for twelve months or by arrangement. Experience available in Group Pharmacy, which has a well-equipped sterile products unit, and at small hospitals in the group. Applications, including names and addresses of two referees to Chief Pharmacist (EDG. 2381, Ext. 327). C 9468

ILFORD AND DISTRICT HOSPITAL MANAGEMENT COMMITTEE, KING GEORGE HOSPITAL, EASTERN AVENUE, NEWBURY PARK, ILFORD, ESSEX

Dispensing Assistant

Part-time — 23 hours per week. Whitley Council pay and conditions.
Apply to Group Secretary. C 9493

LONDON JEWISH HOSPITAL, STEPNEY GREEN, E.1

Locum Pharmacist

required at the above hospital. Modern department. Every third Saturday morning off. Previous hospital experience not essential. Salary £19 19s. per week. Applications to the Chief Pharmacist (Telephone STE. 1222, Ext. 219). C 9491

LONDON JEWISH HOSPITAL, STEPNEY GREEN, E.1

Pharmacist

required at the above hospital. Modern department giving good general experience. Every third Saturday morning off. Previous hospital experience not essential. Whitley Council conditions of service and salary. Applications in writing stating age, qualifications and experience together with the names of two referees to the Chief Pharmacist. C 9490

MEDWAY AND GRAVESEND HOSPITAL MANAGEMENT COMMITTEE, ALL SAINTS' HOSPITAL, CHATHAM, KENT

Deputy Chief Pharmacist (Category IV)

required at the above hospital, which also serves a sub-group of four other hospitals. Salary £898—£1,223 p.a.
The Pharmaceutical Department will be transferred in due course to the Medway Hospital, Gillingham, which is being developed as the main district hospital for the area. Further details of the appointment may be obtained from the Chief Pharmacist at All Saints' Hospital.
Applications should be addressed to the Hospital Secretary stating age, qualifications, experience and names of two referees. C 9476

MOORFIELDS EYE HOSPITAL

Senior Pharmacist

Applications are invited for the post of Senior Pharmacist at the above Post-graduate Teaching Hospital. Interesting post in modern, well-equipped department. Whitley Council salary scale £851—£1,113 per annum plus £45/55 London Weighting. Applications to the Chief Pharmacist, Moorfields Eye Hospital, City Road, London, E.C.1. C 9446

MOORFIELDS EYE HOSPITAL

Pharmacist

Applications are invited for the post of Pharmacist at the above Hospital. This is a Category V Post-graduate Teaching Hospital with a modern, well-equipped pharmacy. Whitley Council salary and conditions of service. Applications, stating age and qualifications, with names of two referees to the Chief Pharmacist, Moorfields Eye Hospital, City Road, London, E.C.1. C 9484

MOORFIELDS EYE HOSPITAL

Dispensing Assistant

Applications are invited for the post of Dispensing Assistant at the High Holborn Branch, London, W.C.1. Preferably with the Certificate of Society of Apothecaries or other recognised qualification. Whitley Council salary and conditions of service.
Apply, in writing, giving names of two referees, to the Chief Pharmacist, Moorfields Eye Hospital, City Road, London, E.C.1. C 9483

MOORFIELDS EYE HOSPITAL.

Locum Pharmacist

required from 28th September. Applications to the Chief Pharmacist, Moorfields Eye Hospital, City Road, London, E.C.1. C 9485

NEWMARKET GENERAL HOSPITAL

Dispensing Assistant

required in modern Group Pharmacy. Ideal working conditions, alternate long weekends. Applications, giving age, experience and names of two referees to the Group Pharmacist. C 9487

NORTH WIRRAL HOSPITAL MANAGEMENT COMMITTEE, VICTORIA CENTRAL HOSPITAL, LISCARD ROAD, WALLASEY, CHESHIRE

Pharmacist

full-time. Salary according to scale agreed by the Whitley Council.
Applications to Hospital Secretary. C 9474

PADDINGTON GENERAL HOSPITAL, HARROW ROAD, W.9

Locum Pharmacist

required for indefinite period. Apply immediately to the Hospital Secretary. C 666

PADDINGTON GENERAL HOSPITAL, HARROW ROAD, W.9

Senior Pharmacist

required at above hospital. Commencing salary according to previous experience. Applications together with the names and addresses of two referees to the Hospital Secretary. C 665

RONKSWOOD HOSPITAL, WORCESTER

Pharmacist

required for interesting and varied duties. Salary on scale £761 to £1,019 per annum according to previous professional experience. Applications stating age, details of training, posts held, names of referees, to the Hospital Secretary, from whom further information may be obtained. C 9472

ROYAL MARSDEN HOSPITAL, FULHAM ROAD, LONDON, S.W.3

A Post-graduate Teaching Hospital

Senior Pharmacist

required to work in a new well-equipped department. Post offers a wide variety of duties, some in association with the Institute of Cancer Research. Salary £851—£1,113 p.a. according to previous experience plus London allowance and £25 a year for higher qualification allowance. Applications with names of two referees to the Group Pharmacist, FLAxman 8171, Ext. 17. C 9489

SHOTLEY BRIDGE GENERAL HOSPITAL, CONSETT, co. DURHAM

Post-graduate Pharmaceutical Student

A vacancy exists for a Post-graduate Pharmaceutical Student at the above Category IV Hospital in a busy department offering comprehensive experience.
Accommodation for a single person available if necessary. Salary £509 per annum.
Applications with details of age, education, etc., naming two referees to the Hospital Secretary as soon as possible. C 9480

STEPNEY GROUP HOSPITAL MANAGEMENT COMMITTEE, MILE END HOSPITAL, BANCROFT ROAD, LONDON, E.1

Deputy Chief Pharmacist (Category IV)

Applications are invited for the post of Deputy Chief Pharmacist (Category IV) at Mile End Hospital. Whitley Council conditions of service. Further particulars may be obtained from the Chief Pharmacist (Tel.: ADVance 4855). Applications stating age, qualifications, experience and the names of two referees to the Group Secretary at the above address. C 9464

SHOTLEY BRIDGE GENERAL HOSPITAL, CONSETT, co. DURHAM

Deputy Chief Pharmacist (Category IV)

Applications are invited from registered pharmacists for the appointment of Deputy Chief Pharmacist (Category IV) at Shotley Bridge General Hospital (529 beds), which is also the Group Pharmacy. The Department is equipped with facilities for manufacing and sterile work. A new Central Sterile Supply Department has recently been opened and will provide good experience for the successful applicant. Post resident or non-resident. Salary on the scale £898 to £1,223 per annum.

A vacancy also exists for a **Pharmacist.**

Applications, giving details of age, qualifications and experience, together with the names of two referees for both posts to Hospital Secretary as soon as possible. C 9481

SPRINGFIELD HOSPITAL, BEECHCROFT ROAD, UPPER TOOTING, LONDON, S.W.17

Dispensing Assistant

required. Salary without experience, £237 at 16, rising to £597 plus London Weighting. Salary with qualifications, £349 at 18, rising to £678 plus London Weighting. Five-day week. Active Psychiatric Hospital. Applications, giving full details and names of two referees to the Group Secretary. C 9482

ST. ALBANS CITY HOSPITAL, NORMANDY ROAD, ST. ALBANS, HERTS (402 beds)

Senior Pharmacist or Pharmacist

Applications are invited for the above post at this hospital within easy reach of Central London. Whitley Council salary and conditions of service. Detailed applications naming two referees to the Chief Pharmacist. C 652

ST. GILES' HOSPITAL, ST. GILES' ROAD, CAMBERWELL, S.E.5

Locum Pharmacist

full-time, part-time or sessional required immediately.
Apply: Chief Pharmacist, St. Giles' Hospital, St. Giles' Road, Camberwell, S.E.5. (RODney 4221.) C 9463

ST. GILES' HOSPITAL, ST. GILES' ROAD, CAMBERWELL, S.E.5

Senior Pharmacist

Applications invited for the post of Senior Pharmacist. Salary scale £896—£1,168 p.a. Part-time or sessional considered.
Further details from, or applications to, Chief Pharmacist. C 9461

ST. WOOLOS HOSPITAL, NEWPORT, MON.

Senior Pharmacist

Applications are invited for the post of Senior Pharmacist. Salary £851-£1,113. This is a General Hospital, providing excellent experience, and the Department is staffed by two Pharmacists and two Dispensers. Apply quoting two referees to Group Secretary, 64 Cardiff Road, Newport, Mon. C 9475

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BUCKINGHAMSHIRE. Experienced dispensing assistant required, male or female, in good-class family pharmacy. Excellent working conditions and salary. Three weeks annual holiday. No rota duties. G. W. Sweet, M.P.S., 53 High Street, Chalfont St. Peter. C 6320

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ASSISTANT CHEMIST required for laboratory and plant work on interesting problems in the development of aromatic synthetics for the perfumery industry. Minimum qualifications G.C.E. "A" level in three subjects. Permanent, pensionable position, pleasant environment, bonus scheme operating. Apply Personnel Manager, Givaudan & Co., Ltd., Whyteleafe, Surrey. C 6337

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Applicants should have a good education and hold a Pharmaceutical qualification or have a background in Medicine or Pharmacy. Starting salary commensurate with experience, etc. Pension and Free Life Assurance Scheme in operation. Full training will be given and a car is provided. Full details to Personnel Manager, Calmic Limited, Crewe Hall, Crewe. C 9453

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PYRAMID WORKS
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Office Manager required by Manufacturing Chemists for control of small general office. Apply in writing, giving age and experience, to: Mr. G. A. Coates. C 6321

FLAVOUR CHEMIST for research and development work required by old-established manufacturers of essences in the London area. Permanent, progressive position for person with original ideas. Professional qualifications helpful, but not essential. Superannuation scheme. Write giving details of education, previous experience and salary required to Box C 6338.

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ALLEN & HANBURYS LIMITED

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REPRESENTATIVES

in CROYDON
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Training will be given and the posts offer a challenge to male pharmacists with drive, initiative and ambition. A good salary and all expenses will be paid and a car is provided. The posts are pensionable. Applications giving full details of age, qualifications and experience should be sent to the Personnel Manager, Allen & Hanburys, Ltd., Bethnal Green, London, E.2, and should quote ref. no. R.42. C 9428

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The Manager of Production,
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C 9435

OLD-ESTABLISHED pharmaceutical manufacturers located in N.E. London have the following vacancies:—(a) Unqualified lady with hospital experience to assist in production and packing of sterile products; (b) Experienced galenical process worker as foreman/charge hand—capable organiser and energetic disciplinarian; (c) Experienced order checker-knowledge of pharmaceuticals and ethicals—would suit an unqualified with extensive retail experience; (d) Transport foreman—capable of controlling small fleet of vans—local and country delivery—good organiser with mechanical knowledge. Good wages, bonus and, possibly, pension scheme. Five-day week. Apply with all relevant particulars to Box C 6325.

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An international pharmaceutical company dedicated to advances in ophthalmic therapy, requires experienced medical representatives, aged 25-32, to extend its operation into North London and Manchester. They will have at least three years' experience with a major company, and must possess the drive and initiative to successfully promote the company's products in this highly specialised field. An above-average salary will be paid. Some travel envisaged. Reply in strict confidence, giving full personal history details. Evening interviews arranged.

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C 9486

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Send details of your experience to The Manager at the above address.

C 9447

WHOLESALE CHEMISTS, situated in S. Lancs, offer a good and progressive position to a keen young unqualified man with personality and ability to handle people, to train as warehouse manager. Applicants should be age 22-25 and have pharmaceutical experience including the handling of ethicals. Working conditions are ideal and hours moderate. Non-contributory superannuation scheme in operation. Apply first giving full particulars of experience, etc., to Box C 6323.

SITUATIONS VACANT WHOLESALE

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C 9470

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